

BULLETIN No. 36.

COMMITTEE ON FINANCE, UNITED STATES SENATE.

REPLIES

TO

TARIFF INQUIRIES.

SCHEDULE G.

AGRICULTURAL PRODUCTS AND PROVISIONS.

NUMBERS 4500 TO 4635.

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CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years, when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, manufacturers, and producers, representing the industrial elements of the community, and others, making inquiries as to the character and amount of their output, the capital invested, prices, wages, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission; and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information, the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State name of corporation, firm, or individual, and character of manufacture.
2. State location of plant.
3. What amount of capital is invested.
4. When was the industry established?
5. State the amount of production, kinds, and value of articles manufactured annually since the establishment of your industry: Description, value, and quantity for each year.
6. Have you at any time during the past two years been running less than full time, and, if so, when and why?
7. What rate of ad valorem (or specific) duty is necessary to place domestic products on an equal footing with foreign producers, and your reasons why?
8. If the rate of duty upon your class of manufacture were reduced one-third, what reduction in cost of production would be necessary?
9. Please state the domestic wholesale price of your goods in 1884, 1890, and 1892, and at the date of your answer.
10. To your knowledge has there been an increased competition in your line of manufactures, either foreign or domestic, during the past four years?
11. Do you desire a specific or an ad valorem duty, and why?
12. Are you manufacturing or producing as many goods or commodities as you were in 1892, and if not, why not?
13. What has been the tendency of wages during the past twelve months?

14. If possible will you give an estimate of the exact cost of living of the families of two or more of your skilled workmen, specifying as near as may be items of expenditure.

15. Have you any difficulty in construing the existing law in regard to importations of the class of articles you produce, and have you any suggestions to make?

16. Has the price of living in your locality increased or decreased during the past four years, and to what extent?

17. What in your opinion is the cause of the present depression in trade, and what would be your remedy to correct it?

18. What component materials of your manufacture are, to you, raw materials?

19. Are the goods you manufacture luxuries or necessities?

20. What rate of interest are you compelled to pay on loans?

21. What effect has immigration had on your business?

22. What proportion of skilled labor do you employ?

23. How do you propose to meet any reduction of duty on the goods you manufacture?

24. Give the number of men, women, and children employed, and state the wages you pay for ordinary and skilled labor.

25. How many hours per week are they employed?

26. Do foreign articles of like kind enter into competition, and to what extent?

27. What proportion of your manufacture is exported, and do you realize a less price therefrom than from domestic consumption?

28. Has the cost of manufacture increased or decreased since 1883, and to what extent?

29. Has the increase or decrease been in materials or labor?

30. Have your selling prices increased or decreased since 1890?

31. What amount of the agricultural production of the country is consumed in your manufacture, or through it, indirectly or directly, and what amount of other domestic productions?

32. What component materials are used in your manufacture on which you pay a specific or an ad valorem duty? Give the rates of duty.

33. If your raw material were free would there be any necessity for a customs duty on the manufactured product?

34. Please state the wholesale prices for 1884, 1890, and 1892. Have these prices increased or decreased since 1892?

35. What changes, if any, do you recommend of existing rates of duty or administrative customs laws?

The committee are desirous that your reply shall give a full expression of your views and not be restricted to merely answering the questions categorically. It, however, should be confined to your specific business and expressed as concisely as possible.

Publicity will not be given to names or locations of business if you so desire.

Please make your reply on the inclosed blanks and return it in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
Chairman, U. S. Senate.

[No. 2—IMPORTERS.]

CIRCULAR LETTER OF INQUIRY.

COMMITTEE ON FINANCE, U. S. SENATE,
Washington, D. C., December 20, 1893.

MY DEAR SIR: In former years when the question of the tariff was uppermost in the consideration of the people, circular letters were addressed to merchants, importers, and others, making inquiries as to the character and amount of their business, prices and wages paid, rates of import duties, etc. This was notably the case in 1845, under the direction of Secretary Walker; in 1882, through the tariff commission, and in 1885, under the direction of Secretary Manning.

The replies to such interrogatories furnish valuable statistics and other data, and materially aid in legislating upon the subject of customs duties.

With a view to securing such information the Committee on Finance submit to you the following questions, which, they trust, you will formulate replies to, adding such general or special matter as you may be possessed of, and which, in your judgment, will be of value to the committee:

1. State the name or names of firms you represent.
2. State the character of goods imported.
3. State the cost of their production in the country of manufacture.
4. Give the rates of duty on your importations.
5. State with what character of domestic goods your imports correspond.
6. Give the wholesale price of your goods in domestic markets, less all discounts.
7. What changes were made in the rates of duty on your goods by the tariff act of 1890; and if, the change was made from ad valorem to specific duty, what was the ad valorem equivalent for each year, 1891, 1892, and 1893, for the new specific rates?
8. State whether the cost of goods imported by you, excluding freight, commission, and duty, has increased or decreased since 1890, and what per cent of increase or decrease (estimated on the cost of 1890) has taken place to date.
9. State your opinion as to the conditions necessary to be maintained in the United States to make it an exporting country of the same goods that you import.
10. State your opinion as to whether or not goods such as you import can be manufactured in the United States without a reduction of wages.
11. State whether or not the articles you import have ever been exported from this country to the countries from which they are now imported, and when and in what quantity.
12. State what difference there is between the price made for export on the goods you handle and the wholesale price made for the local market at the point of production.

13. State the retail and wholesale price of the goods at the point of production, and the retail and wholesale price of the same goods in the United States for the years 1884, 1890, 1892, and the date of your answer.

14. On what terms are goods generally sold?

15. State whether you are a manufacturer's agent, a consignee, or a purchaser.

16. What commission is paid you for handling goods?

17. Please give the average rate of interest in the country of production of your goods.

18. Give the wages paid there for the past three years for skilled and unskilled labor.

19. State whether an ad valorem or a specific rate of duty is desired, and why.

20. State whether duties are most likely to be evaded under an ad valorem or under a specific duty.

21. Please give, if possible, a description of the mode of living and expenditures for two or more families of skilled laborers employed by the concerns manufacturing the goods which you represent, stating the location of such families.

22. State whether free trade or protection exists in the country of manufacture.

23. Give the amount of imports and value of your goods yearly for the past four years.

24. How do you manage to compete with domestic productions?

25. Please give for a period of ten years the cost of transportation, from point of manufacture to destination, in this country.

26. So far as your knowledge extends, which of the European countries has been most prosperous during the past twelve months, and to what cause was such prosperity, if any, due?

27. Have you any suggestions to make concerning the administrative features of the customs laws?

The committee are desirous that your reply shall give a full expression of your views, and not be restricted to merely answering the questions categorically. At the same time it is desired that your answers shall be confined to your own business, and be stated concisely.

Publicity will not be given to names or location of business, if you so desire.

Please return your answer in the accompanying envelope.

Very respectfully,

D. W. VOORHEES,
U. S. Senate, Chairman.

SCHEDULE G.

AGRICULTURAL PRODUCTS AND PROVISIONS.

ANIMALS, LIVE—

Present law : 247. Horses and mules, thirty dollars per head: *Provided*, That horses valued at one hundred and fifty dollars and over shall pay a duty of thirty per centum ad valorem.

248. Cattle, more than one year old, ten dollars per head ; one year old or less, two dollars per head.

249. Hogs, one dollar and fifty cents per head.

250. Sheep, one year old or more, one dollar and fifty cents per head ; less than one year old, seventy-five cents per head.

251. All other live animals, not specially provided for in this act twenty per centum ad valorem.

Proposed law : 189. All other live animals, not specially provided for in this act, twenty per centum ad valorem.

NOTE.—Paragraphs 247 to 251, inclusive, consolidated in paragraph 189.

No. 4500.

Reply of Rice & Whaley, of East Buffalo, N. Y., importers of cattle, hogs, and sheep.

We are importers and also commission salesmen of Canadian live stock. We think the proposed tariff is better than the one in force at the present time, for the following reasons: There are certain classes of cattle wanted by the farmers of this country, namely, stockers and feeders. Under an ad valorem duty they can be imported to this country and fattened by our farmers, giving them all the benefit of the gain in weight and advance in price between stock cattle and those that are fattened and ready to be slaughtered. At the same time it shuts out the fattened cattle, as they can not afford to pay duty on an animal that is fattened and ready for market and be able to compete with our cattle. However, as long as the quarantine against Canadian cattle remains in force the duty would not have any effect, as it is impossible to import Canadian cattle under the present quarantine restrictions. As for lambs, the duty would be about the same. There is one great injustice to the American farmer and the American slaughterer in the proposed new tariff placing dressed meat on the free list. They would be able to kill all their live stock in Canada and ship the meat here to compete with ours without paying the Government a dollar, thereby giving all the benefit to the Canadian farmer and Canadian slaughterer, to the detriment of our farmer and slaughterer.

BREADSTUFFS AND FARINACEOUS SUBSTANCES : BARLEY AND MALT.

Present law: 252. Barley, thirty cents per bushel of forty-eight pounds.

253. Barley-malt, forty-five cents per bushel of thirty-four pounds.

254. Barley, pearled, patent, or hulled, two cents per pound.

Proposed law: 191. Barley, and barley, pearled, patent, or hulled, [twenty-five] thirty per centum ad valorem; barley malt, [thirty-five] forty per centum ad valorem.

NOTE.—Paragraphs 252, 253, and 254 consolidated.

No. 4501.

Reply of A. H. Failing, of Brooklyn, N. Y., importer of Canadian barley.

It costs as much to raise barley in the Province of Ontario (the chief barley section of Canada) as in the States of New York, Ohio, or Michigan, and rather more than in the far western States of North and South Dakota, Montana, and Washington.

I pay the rate of 30 cents per bushel specific duty—a prohibitory rate, and so intended by the framers of the tariff act of 1890.

Owing to its geographical position and peculiarly favorable soil, the Province of Ontario produces a barley superior for malting purposes to the barley raised in this country.

Canadian barley commands 5 to 10 cents per bushel more than corresponding grades of American barley.

The tariff act of 1890 advanced the rate on barley from 10 cents specific to 30 cents specific, an advance of 200 per cent.

Supply and demand only regulate and determine the price of grain. The increased duty enacted in 1890 has had the effect of putting Canada barley out of the reach of American maltsters and brewers. It costs as much to raise barley now as it did prior to the enactment of the tariff act of 1890.

With the single exception of California, barley is never exported from the United States, except for feed, in which case it must compete with other feed grains, corn and oats, in the European market. Barley is raised for malting purposes, but if there is more barley raised than can be used for malting, the balance must either be used for feed at home or sold for feed abroad. The feed price of barley is 10 to 15 cents per bushel less than the price obtainable for it for malting purposes.

The barley we import has never been exported from the United States.

The price paid for export and the wholesale price at local market is generally the same.

Barley is sold for cash.

From one-fourth to 1 cent per bushel is the commission paid.

The rate of interest is 6 to 7 per cent.

Wages in Canada are practically the same as wages obtainable in this country, owing to its proximity.

A specific rate of duty on grain is more desirable than an ad valorem for many reasons. Owing to the rapid fluctuations in the price of grain, it is almost impossible for appraisers to know at all times whether grain is properly invoiced. An ad valorem duty opens the door to fraud, which under a specific duty is impossible. The Govern-

ment will receive more revenue and the duties be more economically collected under a specific rate.

Under a specific rate duties can not be evaded, while under an ad valorem rate evasion might be possible.

Men employed in the malting industry receive \$35 to \$40 per month. Protection exists in Canada..

The imports in 1892 amounted to 3,144,918 bushels, valued at \$1,591,305; in 1891, 5,076,461 bushels, valued at \$3,121,176.

Owing to the prohibitive tariff inaugurated by the tariff act of 1890, Canadian barley can not now be sold in this country to any extent.

Rates of transportation from Canada to New York City and Philadelphia, which are the principal markets for Canada barley malt, for the past ten years, have been by rail 15 to 25 cents per 100 pounds, and by lake and canal 6 to 10 cents per bushel.

I desire to call attention to the inequality existing between water and rail transportation from Canada into this country—custom-house fees being collected on water shipments which are not collected on rail shipments.

I desire also to call attention to the great falling off in the revenue to this country from barley since the tariff act of 1890 has been in operation. Previous to 1890, the average yearly imports into this country from Canada were 10,000,000 bushels, yielding a revenue of \$1,000,000 to this Government. Since the enactment of the tariff law of 1890 imports have steadily dropped off until this year they are reduced to a little over 1,000,000 bushels, yielding a revenue of some \$300,000 to the Government. Having been in the grain business in this city over thirty years, I desire to state that in my opinion the Government will derive more revenue from barley importations with a 10 cents specific, or 20 per cent ad valorem, duty than any other rate that can be fixed.

Permit me, also, to call your attention to the fallacy which framers of the tariff act of 1890 tried to make the farmers of this country believe in advancing the duty on barley from 10 cents specific to 30 cents specific; the claim was made that by prohibiting the importations from Canada, the American farmer would receive more money for his barley. Just the opposite has taken place. The farmer is to-day, under the tariff act of 1890, selling his barley at a less price than ever before. This seems to be a sectional question of the Western maltster against the East, and it seems that, on the grounds of fair play, the maltsters and barley-raisers of the East should receive some consideration at the committee's hands in the way of a reduction to at least 20 per cent ad valorem on barley, and 35 per cent on malt.

As I write, the report comes that the Finance Committee of the Senate have placed the duty on barley and barley malt the same, namely, 30 per cent ad valorem. This is a most damaging blow to the malting interests throughout the East, as it allows a maltster in Canada to handicap the American maltster.

No. 4502.

Reply of Solomon Scheu, of Buffalo, N. Y., maltster.

I import barley from Canada.

The present value in Canada, 43 cents per bushel.

I pay 30 cents per bushel specific.

I import a superior grade of barley, that can not be raised in the United States, for its beer-making qualities.

My price, less discount, is from 48 to 67 cents.

The tariff act of 1890 raised the tariff from 15 to 30 cents per bushel specific.

There has been a slight decrease in the cost of goods imported by me. As this country does not produce barley equal to Canadian barley, it can not export that quality of goods.

No barley such as I import has ever been exported.

There is no difference in price made for export and the wholesale price for the local market at point of production.

My goods are sold for cash only.

I am a purchaser and maltster.

I do my own buying and selling.

As it does not conflict with the United States production, a duty of, say, 10 per cent for revenue is all that is necessary. I suggest a specific duty.

I believe Canada desires commercial reciprocity.

The transportation on barley for the past four years has been from 8 to 12 cents per bushel, according to distance.

No. 4503.

Reply of Johuson & Lyon, of Oswego, N. Y., maltsters.

[Established in 1881. Capital invested, \$100,000.]

We made, until the tariff of 1890 came in force, 175,000 bushels of Canada barley malt each year; since then we have made from one-half to two-thirds as much of Western barley malt.

We are now entirely shut down and have been for six weeks, owing to the prohibitive tariff on Canada barley and our inability to compete with Western maltsters on Western barley.

We desire 20 per cent ad valorem or 10 cents specific on barley and 40 per cent ad valorem or 20 cents specific on malt. Unless this difference in malt and barley is made the Canadian, with his cheap labor and only one freight to pay to New York City, can undersell us, and the duty named above (same as the tariff of 1883) pays a revenue to the Government of over \$1,000,000 a year.

Domestic wholesale price for Canada malt, in 1884, 90 cents; 1890, 73 cents; 1892, 85 or 86 cents. For Western malt in 1892, 75 cents; 1893 and 1894, 65 cents. For Canada malt in 1893 and 1894, 90 or 92 cents.

Competition has increased because less malt is used in making ales and beers on account of the very largely increased use of substitutes for malt.

We prefer a specific duty because while there is strict inspection of barley, and grades and prices are definite, on malt there is no inspection and it is hard to tell without analysis what the value is.

We are not producing as much malt as in 1892 on account of the tariff.

Price of living has decreased; lower cost of flour, sugar, and provisions, and only slight increase in coal.

Barley is our raw material.

Our goods are both luxuries and necessities.

We pay the rate of 6 per cent on our business paper.

About 20 per cent of our labor is skilled.

Can not meet a reduction of duty without 10 cents difference between raw material and manufactured article.

We employ 17 men; \$80 for skilled labor, \$40 for ordinary labor. They work seventy hours a week; have to work same on Sundays as week days.

Under the 1883 tariff we had no foreign competition. Under the present tariff there is none, as it is prohibitive.

None of our goods are exported.

The cost of manufacture has increased. We pay men 10 per cent more, and coal costs more.

Selling prices on Canada stock have increased; decreased on home stock.

We pay duty on barley now at 30 cents a bushel.

There would be necessity for customs duty with free raw material, because the freight on malt is much less per bushel than on barley, as it weighs one-third less. The Toronto maltster, too, would have one rate of freight to pay to New York, and we would have at least $4\frac{1}{2}$ cents against us. Labor in Canada is less than on our side.

We recommend the duty on barley to be 10 cents (or 20 per cent) instead of 30 cents, as now; and malt be 20 cents (or 40 per cent) instead of 45 cents, as now.

No. 4504.

Reply of C. M. Warner, of Syracuse, N. Y., maltsters.

[Established in 1881. Capital invested, \$500,000.]

We import nothing but raw material, which is barley. Since the tariff of 1890 went into effect we have used but very small quantities.

Out of 1,250,000 bushels which we use annually, we use not over 50,000 bushels of Canada barley. Should the duty remain down to 15 cents per bushel on Canada barley we would use more of it.

Should your bill pass in the way you have proposed, 40 cents ad valorem on malt and 30 cents on barley, it would ruin our business. It would admit of Canadian malt being made in Canada and shipped into this country.

There is plenty of barley grown in the United States to supply our wants. Quite a proportion of the cost of malt is labor, and whatever is done there should be at least 25 per cent more duty on malt than barley.

I should say that specific duty would be absolutely important on malt, as there are so many different qualities of malt, and but very few people qualified to judge of its value; that underbidding would be the programme of our Canadian friends, and with a specific duty this would be obviated.

No. 4505.

Reply of Tillinghast & Co., of Albany, N. Y., maltsters.

[Established in 1840. Capital invested, \$150,000.]

We make only malt, about 200,000 bushels per annum.

We are running less than full time at present, because there is but little demand for malt.

No duty is needed on barley, unless for revenue. Immigrant labor in the Western barley States is as cheap as in Canada.

A duty of 20 per cent, or 10 cents per bushel, would be necessary on malt, because requiring labor of higher class for its manufacture, and such labor is more abundant and cheaper in Canada. Rents, also, are lower. Coal is cheaper.

As we use only Canadian barley a reduction of one-third in duty would place us on a little better footing in the American market, but would cause no reduction in cost of production.

Present prices of American barley malt range from 65 to 85 cents; Canadian barley malt, 90 to 95 cents.

There has been a great increase of competition from the West.

We desire specific duty, because under ad valorem duties there has always been undervaluation, which gives neither protection nor revenue.

We are not manufacturing as many goods this year as in 1892; lessened demand.

Wages have increased nearly 20 per cent in twelve years; no change in last twelve months.

Cost of living varies with their size and habits, but wages seem to be ample.

We have no difficulty whatever in construing the existing law, only that duty on both barley and malt should be specific.

Price of living has increased during the past four years.

Cause of the present depression is the uncertainty as to tariff changes, the money panic during the summer, and general trade conditions. Remedy: Pass a moderate tariff and then let it alone.

Our raw material is barley.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has increased the consumption of beer.

None of our workmen are skilled in the sense of requiring special education.

Free barley would start up every malt house between New York and Buffalo. A continuance of the present duty will drive 75 per cent of them out of business.

We employ 23 workmen. Wages range from \$44 to \$65 per month.

Our hours of labor are about sixty per week (seven days).

Foreign articles do not compete with ours under present duty on malt.

No malt is exported from the United States.

Cost of manufacture has increased probably 20 per cent since 1883.

The increase has been in labor.

Selling prices have decreased since 1890.

Almost all of the barley and some coal used by us are domestic productions.

We pay a duty on barley; present rate is 30 cents per bushel.

If our raw material was free there would be a necessity for a customs

duty on manufactured products, because malt can be made cheaper in Canada and delivered in the United States cheaper since freight is paid on but 34 pounds malt per bushel, while we must pay freight on 48 pounds barley per bushel, standard weights.

Prices have declined since 1892—average in 1890, 88 cents; 1892, 84 cents; 1893, 80 cents.

We recommend that you place barley on the free list, because it is a raw material, and put 20 per cent on malt, the manufactured article. That would be fair and equitable, and do no man an injustice, while it would quietly revive a drooping and dying industry in eastern States, in which \$3,000,000 was formerly invested in this city alone. It would also supersede the deleterious substitutes now used in the manufacture of beer, replacing them with malt and hops, its proper constituents. But, if necessary for revenue, then make a duty on barley of 20 per cent and on malt of 35 per cent, and you will get more revenue from the duties than from any other rate.

No. 4506.

Reply of V. C. Sweatman, of Philadelphia, Pa., maltster.

[Established in 1863. Capital invested, \$30,000.]

I produced about 200,000 bushels per year the last five years; valuation, \$200,000 per year.

The time I have run on is governed by demand for malt; about two-thirds time the past five years.

With a duty of 25 cents per bushel of 34 pounds on malt but little would be imported.

My wholesale prices: In 1884, \$1.60 for Canada malt; in 1892, \$1.15 for Canada and 90 cents for Western; in 1890, 90 cents for Canada malt; in 1893, \$1.10 for Canada and 80 cents for Western.

There has been an increasing competition from Western maltsters.

I want specific duty by all means.

I am manufacturing about the same as in 1892.

I have paid the same wages the past twenty years.

The cost of living for family of a skilled workman is, say, \$500 or \$600 per annum.

The rate of 30 cents per bushel duty is almost prohibitory.

I think there has been a small decrease in the cost of living.

I can not say what the cause of depression is. Settle the tariff question quickly.

Barley is our raw material.

My goods are both necessities and luxuries.

I do not borrow money.

Immigration has no effect whatever on my business.

My workmen are not skilled, apart from foreman and engineer.

I can not say how I would meet reduction of one-third.

I employ 30 men at \$12 to \$20 per week. No women.

Employés work about sixty hours per week at actual work.

The foreign competitive articles compete with my goods to a very limited extent.

I do not export.

The cost of manufacturing remains about the same as in 1883.

My selling prices decreased since 1890 owing to decline in price of barley.

About 50,000,000 bushels of barley are used in malting each year.

I pay 30 cents per bushel duty on the small amount of Canadian barley I import.

If raw material were free we would need customs duty.

There has been a steady decline in the price of barley the past five years owing, I think, to overproduction in the United States—the past three years mainly. Make a fixed rate of duty of 10 cents per 48 pounds on barley and 25 cents per 34 pounds on malt. This would be just to all parties interested and would have a tendency to strengthen prices of barley by lessening our home production.

I have imported Canadian barley since 1890 in small quantities.

Can not give cost of production to farmer.

I pay a duty of 30 cents per bushel of 48 pounds since 1890.

The better grades of American barley are about as good as much of the Canadian.

The wholesale price of goods in domestic markets is from 62 to 65 cents on the best grades Wisconsin barley.

A change was made in 1890 from 10 cents to 30 cents per bushel.

Not likely to export barley except on a value it may have for feed.

We think no reduction should be made in wages if goods were manufactured in the United States.

The goods I import have been exported occasionally for feed, and from California for malting purposes.

No malt is exported.

I think a decline of, say, 10 per cent since 1890 in the retail and wholesale price of malt.

Cash and credit of three to six months are the terms on which I sell my goods.

I want a specific duty to prevent undervaluation.

Under ad valorem rates the duty on goods is more likely to be evaded.

It costs from \$600 to \$800 annually for a skilled workman to live.

I import barley from Canada where there is a tariff duty.

Have imported but little Canadian barley since passage of tariff act of 1890.

I manage to compete with others by sometimes working on small margins of profit; our trade is nearly all confined to Philadelphia.

I would strongly advocate specific duties wherever possible.

We started business in 1863, and up to the time of the tariff of 1890 going into operation, we used mainly Canadian barley, our trade preferring the malt made from this to that made from our own or United States barley. Up to 1884 we paid a duty of 15 cents per 48 pounds; from then to 1890, a duty of 10 cents; and since 1890, a duty of 30 cents. Since the last mentioned rate was established, there has been a steady decline in the value of American-grown barley, caused we think in the main by an overproduction at home. A moderate duty of 10 cents a bushel would have a tendency we think to check this, and advance the price to the farmer. Our own barley has now a firm foothold, and we think Canadian would come in but little if the duty was reduced to 10 cents, and the knowledge it might come in would discourage the farmer in sowing too broad an acreage.

Whatever the rate of duty may be made, we think it should be made a specific one, and also on malt; say 10 cents per bushel, 48 pounds, on barley, and 25 cents per bushel, 34 pounds, on malt. These rates we think would be fair and just to all parties interested in and using barley or barley malt.

No. 4507.

Reply of M. H. Gollon & Co., of Pekin, Ill., maltsters.

[Established in 1869. Capital invested, \$20,000.]

At the beginning our establishment was small, but gradually grew until our output is 300 bushels per day. In 1876 rye malt sold at Pekin, Ill., 51 cents per bushel; 1877, at \$1.35; barley malt in 1876, 60 cents; in 1877, \$1.40. In May, 1888, barley malt sold in Pekin at 66½ cents; May, 1889, 62 cents; January, 1890, 44 cents; January, 1891, 55 cents; January, 1892, 55 cents; January, 1893, 48 cents; January, 1894, 52 cents.

Have been running more for the eighteen months past than any time in twenty-six years.

The present rate on Canadian barley as placed in the new tariff bill is sufficient.

We have no particular knowledge of duty, as the market for Canadian malt is principally in the East.

Domestic competition has increased.

We desire specific duty.

We pay our workmen from \$1 to \$3 per week more than ever before.

The cost of living of families of skilled workmen is the same as has been for ten years.

We have no difficulty in construing the existing law.

Cause of the present depression is the lack of confidence by the people; it will adjust itself in time.

Our raw materials are principally corn, corn grits, and glucose.

Our goods are necessities.

We pay the rate of 6 to 7 per cent on loans.

Immigration has no effect on our business.

Two-thirds of our labor is skilled.

As to reduction of duty on goods we have made no calculation; will cross the river when we get there.

We employ 7 men—4 skilled, at \$13 to \$15 per week; 3 common laborers, at \$11 to \$12 per week.

Our season commences September 1 and stops June 15. We work steadily without intermission.

We don't export.

Cost of manufacturing has increased in labor since 1883.

About 100,000 bushels of barley annually is consumed in our manufacture.

We don't pay any duty now except on barley.

We think that free raw material would make no difference. As to duty, our view is and has been for twenty years that all luxurious articles, such as whisky, beer, tobacco, silks, and fancy goods should pay large revenues, and all necessities of life should be made as cheap as possible and no taxes should be levied on them. These are our views and of two-thirds of the citizens in our State.

No. 4508.

Reply of the Milwaukee Malt and Grain Company, of Milwaukee, Wis., maltsters.

[Established in 1888. Capital invested, \$1,000,000.]

In 1886 to 1887, the malting capacity of the firm was less than 300,000 bushels per annum; this has been increased from year to year, until now the malting capacity is 2,000,000 bushels per annum, representing a value according to present market of about \$1,200,000.

At the present time, although we are running on full time, we have closed down a part of our establishment because of the general depression of business and a correspondingly decreased demand for malt.

We are opposed to ad valorem duties of any and every description because of the temptation to fraud by undervaluation. What our business needs is a specific duty on barley, which is our raw material, of not less than 20 cents per bushel and a specific duty of 30 cents per bushel on barley malt coming from foreign producers. The reason why this is necessary is very simple. Brewers of the New England and Eastern States manufacture more than one-half the beer produced in the United States, thus consuming more than one-half the barley malt produced in the United States and thereby becoming our best customers. Were we not protected by the afore mentioned minimum rates of duty, the barley fields of Canada would supply the trade afore-mentioned with their product, for they are much nearer to it from a geographical point of view than are the barley fields of the great barley-producing States of the Northwest, namely, Wisconsin, Minnesota, the Dakotas, Iowa, and Nebraska. The bulk of Canada's barley is raised almost at the water's edge of Lake Ontario, in a narrow strip of land extending from Kingston to Hamilton and can be laid down in Buffalo, for instance, at an expense of from one-half to 1 cent per bushel, whereas it costs the farmers of the aforementioned States all the way from 8 to 15 cents per bushel to reach the self-same market. Except during the season of navigation it costs us maltsters from 12½ to 15 cents per cwt. to reach Buffalo with our product. You can readily see, therefore, that the matter of freight rates becomes an important factor toward arriving at the duty to be placed on the imported article.

If the rate of duty on barley were reduced one-third below the present basis, a slight reduction in wages would be necessary, but if the duty were put upon the ad valorem basis proposed in the Wilson bill, we would be obliged to reduce wages from 20 to 25 per cent.

The wholesale price of malt, the finished product, largely depends on the size of the barley crop as well as its quality, and, therefore, may materially waver from year to year independently of any tariff modifications; yet, marked changes in the tariff will certainly always have a great additional influence. Thus, for instance, during the season immediately succeeding the passage of the tariff act of 1890 American barley and barley malt advanced 30 cents over the price in 1889. At the present time values are very low because of the depression in business.

During the past four years there has been a greatly increased competition in our line of manufacture, but it is chiefly domestic competition; this, however, is fairly warranted by the fact that the production of beer during the same interval of time has increased fully 25 per cent.

Wages have been uniform on the basis of about \$2 per day; but at the

present time, owing to the dullness of business, they are about 14 per cent lower, this reduction having been found necessary.

The annual wages of our employes have been amounting to about \$700 per man. Our employes seem to be living very comfortably on this income; indeed, we know that they are laying aside some money every year.

We do know from experience that the existing law affords ample protection to our business, and therefore wish with all our heart that Congress would not tamper with it.

The price of living has considerably decreased during the past four years, owing to the gradually decreasing price of the necessities of life.

We ascribe the present depression in trade chiefly to the fear on the part of the commercial world of this country that the Democratic Congress, by carrying out the principles of the Chicago platform with respect to a tariff for revenue, will seriously cripple the manufacturing industries of this country, and the provisions of the Wilson bill amply justify this fear. In our candid opinion the only way to bring back confidence is to declare openly and above board that the tariff of 1890 will not be interfered with.

Barley is our raw material.

The goods we manufacture are necessities.

We pay from 6 to 7 per cent interest on loans, and during the late financial stringency we paid as high as 8 per cent.

German immigration helps our business, for Germans, as a rule, are beer-drinkers. The same holds good with respect to Irish immigration, for the sons of Erin are whisky-drinkers, and barley malt largely enters into the manufacture of this commodity.

Fully 75 per cent of our labor is skilled.

If the Wilson bill, with its ad valorem duties, becomes a law our first move will be to reduce the price of labor and the output of our plant.

We employ about 100 men, and they get about \$2 per day for seven days' work of ten hours each.

Before the passage of the tariff act of 1890 Canada annually shipped about 11,000,000 bushels of barley and barley malt into this country; last year but 2,000,000 bushels came over the border in competition with the home product.

We export nothing.

By increasing the size of our plant we have succeeded in slightly reducing the cost of manufacture.

The decrease has been in materials chiefly.

We consume about 2,000,000 bushels of barley per annum, and all of it is domestic.

We do not import anything.

If you were to admit barley free of duty you would ruin the malting industry of the Northwest and transfer the same to Canada, besides robbing the Northwestern farmer of his principal markets, namely, those in the New England and Eastern States.

We do not want any change. Let well enough alone, is our motto. The present tariff on barley and barley malt is just as it should be. Don't tamper with it.

No. 4509.

Reply of Oswego Malting Company, of Oswego, N. Y., maltsters.

[Established in 1883. Capital invested, \$180,000.]

Two hundred thousand bushels of malt, made from Canada barley exclusively and valued at \$180,000 (average value), are manufactured by us annually.

We ran full time from 1883 to 1892. Our product has been gradually curtailed owing to the effect of the tariff of 1890 until December 10, 1893, when we were obliged to shut down, and will remain so until relief is effected by favorable legislation. The beginning of the malting season is October 1. This year we commenced later than usual and so far have malted but forty days, with the probability of that being the extent of our season's work, which usually comprises two hundred and seventy days. The actual loss of being idle is about \$500 per month.

The only advantage derived from a duty on Canada barley is in favor of the Western maltster at the expense of the Eastern maltster. The malt houses in this city were built owing to the large primary market for Canada barley at this port of entry, and they are dependent on that kind of barley, owing to the freight discrimination in favor of the Western maltster, if compelled to malt Western barley.

The closing of the malt houses in New York State and the competition of cheap Western barley has annihilated the market for New York State barley, which is raised to a less extent than formerly.

No. 4510.

Reply of Louisville Malt House, of Louisville, Ky., maltsters.

[Established in 1879. Capital invested, \$50,000.]

We manufacture 125,000 bushels of malt annually, and sell 15,000 bushels of grain annually.

We have run one-third time since May last.

To place domestic productions on an equal footing with the foreign product the rates of duty should be at least 30 per cent on barley and more on malt, or else I will be ruined.

In event of reducing the rates of duty one-third, we would not be able to run, as maltsters in Western States who have traded in the East would look here for trade and cut us out entirely.

Domestic wholesale price of malt was 75 cents in 1890, 1891, and 1892, and is now 65 cents per bushel.

Competition, foreign and domestic, in malting line has increased. A specific duty is the best in our opinion.

We are not producing as much as in 1892; there seems to be no demand.

There has been a cut of 10 per cent in wages and some workmen are idle altogether.

I see no difference in cost of living, except in clothes and flour, which are cheaper.

Our goods are a necessity.

We paid the rate of 8 per cent to January 1 and now pay 7 per cent on loans.

Immigration has had no effect on our business.

Very little, perhaps one-third, of our labor is skilled.

We can not meet reduction of duty and stay in business.

Employ all men; in good times about 20 in all; they work ten hours per day.

We have no competition with foreign goods of like kind at present.

None of our goods are exported.

The cost of labor is about 10 to 20 per cent less than in 1883.

Selling prices have decreased since 1890.

All the grain we use is cultivated in this country.

On grain malt a duty is necessary, even with free raw material.

Wholesale prices have decreased right along.

No. 4511.

Reply of Lyon & Mott, of Oswego, N. Y., maltsters.

[Established in 1882. Capital invested, \$75,000.]

We very earnestly pray that this paper, or another on the subject of barley and malt, may be read. Few men know the subject. Barley is not like other grains. Did you know that to-day 60 pounds of wheat cost in New York 61 cents; 56 pounds of corn cost 43 cents; 32 pounds of oats cost 38 cents? But 48 pounds of barley cost in New York 70 cents, for New York 6-rowed—and 65 cents for 2-rowed—yes, and Canada barley would cost 88 cents. And yet barley is surely ranked as inferior to wheat among grains.

Are wholly dependent on Canada for our material because our plant is not in a barley-growing district. American maltsters who have a home barley market can undersell us 6 or 7 cents per bushel.

Most of the maltsters of the Eastern and Middle States are similarly situated.

From 1882 through 1890 our product was annually about 165,000 bushels Canada barley malt. Net value, 1882, \$1.17; 1883, 98 cents; 1884, 90 cents; 1885, 85 cents; 1886, 90 cents; 1887, 80 cents; 1888, \$1; 1889, \$1; 1890, 75 cents. In 1891 the duty of 30 cents on barley began to lessen imports, which were only possible when the brewer and maltster were willing to share the additional duty (20 cents) imposed by the tariff of 1890.

Product, 1891-'92, 80,000 bushels Canada, \$1; 75,000 bushels American, 90 cents. 1892-'93, 65,000 bushels Canada, 85 cents; 65,000 bushels American, 75 cents. 1893-'94, 15,000 bushels Canada, 85 cents; 60,000 bushels American, 65 cents. The consumer paid at least two-thirds of the duty.

In the malting season of 1892-'93 we ran but six months, because the brewers began to tire of the tax put on Canada barley by the tariff of 1890 bill. This season, 1893-'94, we shall run but four months—malting American barley without profit. Brewers have stopped using Canada malt, and the duty has become prohibitive. Many eastern malt houses have done nothing. The duty on malt should be 10 cents per bushel, or 20 per cent higher than that on barley, the raw material. The Canada maltster buying barley direct from the farmer

escapes at least 4 cents per bushel of charges that we have to pay. His railroad freight to New York, the great malt market of the East, is $7\frac{1}{2}$ cents per 100 less than the two freights Americans pay—one on barley and one on malt. In malting barley there is an actual loss in weight of 20 per cent, which fact saves the Canadian maltster 2 to 3 cents per bushel in railroad freight. Wages in Canada are enough lower to make the labor in malting 1 cent per bushel less than here.

We can not reduce cost of production. Unless the duty on barley is reduced proportionately with that of malt, we can not continue business.

The domestic competition has been increased enormously by reason of the large use of corn by brewers in place of malt. Of the grain now used in brewing 50 per cent is corn.

A specific duty on malt is the only safe one. Barley and other raw grains are officially inspected and divided into recognized grades, the market prices of which are published daily, making honest undervaluation impossible. But there is no inspection of malt and consequently no means of accurately grading it—and no market reports by which to value it. Even an expert is often puzzled to value malt samples. We know of no product so easily undervalued as malt.

We are not producing as much as in 1892 because the tariff of 1890 has put a prohibitive protective duty on our raw material.

We know of no changes in rate of wages.

We have no difficulty in construing existing law in regard to importations.

Food and clothing have been reduced; rents are stationary; coal is much higher; total cost of living has decreased, perhaps 5 to 10 per cent in four years.

The cause of the present depression is overproduction, caused by the tariff of 1890. Remedy: A tariff without prohibitive duties.

Our raw material is Canada barley.

Our goods are both necessities and luxuries. The extract of malt as well as malt beers and whiskies are largely used, medicinally, as tonics.

We pay the rate of 6 per cent on loans.

Immigration has no effect on our business.

We can't meet reduction of duty unless duty is correspondingly reduced on our raw material.

We employ 16 men; 2 skilled laborers get \$65 and \$55 per month; the ordinary hands, \$40. They work ten hours per day, seven days in the week, with many, fourteen hours.

There are no foreign competing articles in our line.

None of our goods are exported.

There has been a slight increase, about 2 per cent, in cost of manufacture since 1883.

There has been a 5 per cent advance in wages, and 25 cents per ton in coal.

We need a duty on manufactured articles even with free raw material.

A duty of 10 cents per bushel or 20 per cent ad valorem on barley and 20 cents per bushel or 40 per cent ad valorem on malt would give best revenue returns, \$1,000,000 or more, would save millions of dollars invested in Eastern malt houses, and would do no injustice to the Chicago maltsters and commission merchants who are trying to have a prohibitive duty replaced upon barley. We do not believe it possible that a Democratic Senate Finance Committee will ruin us to benefit our rivals in trade.

The tariff of 1890 killed our prosperous industry. We prayed and labored for your coming. And now we are content to leave our interests in your hands.

No. 4512.

Reply of Neidlinger & Sons, of New York, N. Y., malsters.

[Established in 1863. Capital invested, \$1,500,000.]

Present annual capacity is 1,300,000 bushels of malt, worth at present value about \$975,000.

Our full malting season comprises a period of about eight months. We have lost about a month at the beginning of each of the last two seasons, due entirely to the fact that the delays incident to receiving our barley from the West instead of from some near-by locality, such as Canada, made it impossible to begin on time.

To place us on an even footing with our Canadian or other foreign competitor, the duty on malt should be at least 10 cents per bushel specific or 20 per cent ad valorem higher than that on barley; that, however, affords no protection, because the Canadian has exactly that advantage in the cost of production.

A one-third reduction in the present duty on barley would result in no reduction in the cost of production; that remains unchanged; any difference in price is due to the fluctuation in the value of the raw material, barley.

Wholesale price of Western malt in December, 1890, 97½ cents per bushel; in December, 1891, 85 cents; in December, 1892, 82½ cents; in December, 1893, 80 cents. These were the highest prices obtained.

An enormous Western competition has sprung up within the last four years.

We prefer a specific duty; it prohibits undervaluations.

We are not producing as much malt as in 1892.

We have not countenanced any reduction in the wages paid to our men within five years.

The present tariff law is not to our liking, but we prefer it to the Wilson bill in its present shape. What we want is free raw material. Any duty in excess of 20 per cent ad valorem on barley is prohibitive, and the Government will derive no revenue. If barley pays 20 per cent, malt should pay 50 per cent ad valorem.

We believe the cost of living has not changed.

In our opinion the present business depression is due wholly to the uncertainty about the tariff.

Our only raw material is barley.

For the workingman beer is a necessity of life.

We are compelled to pay 6 per cent on loans.

Immigration does not affect our business.

Most of our force is composed of skilled labor.

Reduction of duty on goods, if unfavorable to us, may compel us to reduce wages. (That is in the event of competition from Canada.)

We employ about 130 men, paying them \$2 per day.

Our employés work about ten hours per day.

We have not at present any foreign competition.

We do not export.

The cost of manufacture is somewhat less than in 1883.

The decrease is due to improvements in our plants.

Our selling prices have decreased.

Under the tariff of 1890 very little barley has been imported.

Present rates of duty are 30 cents per bushel on barley and 45 cents per bushel on malt.

Even if raw materials were admitted free of duty, the manufactured article must be protected.

The cost of barley in this country has been declining since 1890.

We recommend that barley be admitted free of duty, and malt be taxed 30 per cent ad valorem, or 15 cents per bushel specific.

No. 4513.

Reply of the Lytle Stoppenbach Company, of Jefferson Junction, Wis., maltsters.

[Established in 1890. Capital invested, \$100,000.]

Have run full time since commencing business except necessary shut-down and the customary one in this line of business each season for repairs.

Forty per cent ad valorem or 15 cents per bushel duty is needed to place us upon an equal footing with Canadians.

We have competition for the following reason: Our supplies of our raw material (barley) come from Wisconsin, Minnesota, Iowa, and South Dakota. The average rate of freight per bushel to Milwaukee from the territory above named is not less than 8 cents. Add to this the rate of 12 cents per bushel on barley (Milwaukee to New York City), it makes the cost per bushel on barley from original point of shipment to New York City 20 cents. The average cost per bushel for freight on barley from Canadian points of largest production to New York City does not exceed 5 cents. There is therefore 15 cents per bushel against our Western barley in the matter of freight rates, and we expect that if a duty of this amount should be levied upon barley, in conformity with the protection theory on which the Wilson bill is built, not less than 20 cents per bushel will be placed upon barley malt.

We desire a specific duty for the reason that it will prevent fraud by undervaluation, and for the further reason that freight rates on railroads from the Northwest to our Eastern markets are specific and not changed as the prices of commodities advance or recede.

We are paying same wages as last season, \$1.50 per day for ordinary labor.

We have not the time to discuss the causes of the present depression in trade, but hope for their speedy removal by timely action of the Senate in passing the Wilson bill.

No. 4514.

Reply of the Bemis & Curtis Malting Company, of Chicago, Ill., maltsters.

[Established in 1890. Capital invested, \$200,000.]

Amount of production is 700,000 bushels of malt, valued at \$425,000 annually.

We ran full time up to the present year, or October last, since when we have run only about half time. Cause: our inability to dispose of our malt for two reasons. (a) Lack of consumption. Laboring men, who

are the consumers of malt liquors, principally beer, are out of employment in their respective occupations and have no money to buy said beer product; hence brewers of malt do not need the amount of malt as heretofore. (b) Eastern consumers or users of malt are withholding their contracts for malt awaiting the action of Congress on the tariff, in expectation of buying Canadian malt or the product of Canadian barley at a reduced price as per the so-called Wilson bill.

We believe that an ad valorem duty of not less than 50 per cent would protect us, but a specific duty of 15 cents per bushel would give us reasonable protection to our industry and very much revenue to the Government.

If only one-third reduction of duty was made, very little change in cost of production would be necessary.

Wholesale prices are lower now than previously.

There has not been an increased competition in our line during the past four years.

We desire specific duty for the reason that we know just what to figure on; with an ad valorem system we know not what to figure on, for we consider it a system of fraud or invitation to commit fraud.

We are not producing as many goods as in 1892 for the reason stated.

Wages are 20 per cent less during past twelve months.

It costs \$50 per month for the living of families of skilled workmen.

We have no difficulty in construing the existing law in regard to importations, and no suggestions to make.

No. 4515.

Reply of White & Crafts, of Buffalo, N. Y., maltsters.

[Established in 1874.]

For the past ten years or so our sales have averaged about \$250,000 annually. Cost of plant, \$75,000.

We commenced business in 1874 with capacity of about 100,000 bushels barley annually. Up to the passage of the tariff of 1890 our output was about equally divided between Canada and domestic malt. Our business has gradually increased each year. Last season we turned out 355,000 bushels malt, all domestic, except 633 bushels of Canada malt.

We have always run on full time during malting season, say, seven to eight months annually. With a specific duty on Canada barley of 10 cents per bushel, the duty on malt ought not to be less than 20 cents specific. Cheaper labor, cheaper real estate, and close proximity to barley supply enable Canada maltsters to undersell us.

Increased competition from the West has forced many Eastern maltsters out of business. There has scarcely been a new malt house erected in the East for several years past.

In barley and malt we think a specific duty better than an ad valorem, the former offering less temptation to fraud and deception.

We employ 30 to 40 men; ten hours constitute a day's work, any good, able-bodied man, willing to work, will make a good malt-house hand. We pay 6 per cent interest on loans. Wages average \$9 per week. Cost of manufacture has not increased within past ten years. If Canada barley was admitted free we would want duty 10 cents per bushel on malt.

As showing market value of barley, both Canada and domestic, we submit the following proportion of each consumed by us during period stated:

Year.	Quantity.	Kind of barley.	Cost.
	<i>Bushels.</i>		
1878-'79.....	45,000	Canada.....	\$1.07—\$1.15
	35,000	New York State.....	.63
1879-'80.....	70,000	Canada.....	.77—
	8,000	Western.....	.70
	20,000	New York State.....	.70—
1880-'81.....	63,000	Canada.....	1.04
	30,000	New York State.....	.91
	10,000	Western.....	.77
1881-'82.....	118,000	Canada.....	1.07
	36,000	New York State.....	1.01
1882-'83.....	138,000	Canada.....	.88
	40,000	New York State.....	.77
1883-'84.....	50,000	Canada.....	.84
	80,000	New York State.....	.72—
1884-'85.....	73,000	Canada.....	.76
	142,000	New York State.....	.65—
1885-'86.....	70,000	Canada.....	.70—
	116,000	New York State.....	.56—
1886-'87.....	160,000	Canada.....	.69—
	74,000	State and Western.....	.56—
1887-'88.....	117,000	Canada.....	.80—
	119,000	Western.....	.65—
1888-'89.....	156,000	Canada.....	.72—
	69,000	Western.....	.68—
1889-'90.....	112,000	Canada.....	.57—
	152,000	Western.....	.43—
1890-'91.....	81,000	Canada.....	.82—
	160,000	Western.....	.64—
1891-'92.....	9,000	Canada.....	.84
	211,000	Western.....	.51—
1892-'93.....	600	Canada.....	.80
	240,000	Western.....	.52—
1893-'94*.....	300,000	do.....	.48—

* No Canada.

We do not think it can be shown that in shutting out Canada barley the price of the domestic article has been increased. On the other hand, it has worked a great damage to the malting and brewing trades in the East. Especially so in New York, Pennsylvania, and the New England States. We think the tariff question on barley and malt is purely sectional, a struggle on the part of the Western maltsters to force Eastern competitors out of business. The farmer is not in it at all.

If the East could get cheaper raw material from Canada, which, by the way, is a superior article to domestic, we think the Eastern maltsters and brewers would rejoice, and no one would be hurt at all except the Western maltster, who would have to relinquish a share of his trade to his Eastern brother, with a 10-cent specific duty on Canada barley. The United States would realize \$1,500,000 annually; as it stands at present comparatively nothing is realized from that source.

No. 4516.

Reply of William W. Sloan, of Buffalo, N. Y., maltster.

The tariff on barley made it prohibitory, so to speak, and closed up my malt house, having a capacity of 250,000 bushels for the season of eight months per year. My pay roll for the year amounted to \$12,000.

I am of the opinion that all raw material should be admitted free

into our country with the exception of grain; on barley 15 cents ad valorem, and on barley malt 30 cents specific. The Government would then receive duty on 10,500,000 bushels of barley which they do not get, as, virtually speaking, it is now shut out.

No. 4517.

Reply of Thomas Jordan, of Oswego, N. Y., maltster.

[Established in 1889. Capital invested, \$80,000.]

I manufacture barley malt, 150,000 bushels annually; value, say, \$115,000.

I have run full time during the past two years.

The price of malt varies with price of grain each year.

We have an increased domestic competition.

I rather prefer moderate specific duties.

I am producing as much as in 1892.

Wages have remained stationary during past twelve months.

There is no change in the cost of living.

The malting trade in the Eastern States, New York, and New Jersey, want low duties on barley, would in fact like free barley, but 20 per cent ad valorem on barley and 30 per cent ad valorem on malt is as much as the trade will stand and will be satisfactory.

In general, I may say that if the Eastern maltsters continue in the business they must look to Canada for the bulk of their supplies of raw material—barley. And in order to enable them to compete with the West in Eastern markets the duty on barley must be not higher than 20 per cent ad valorem or 10 cents a bushel, and on malt 30 per cent ad valorem or 15 to 18 cents a bushel. This is as high a rate as the business will bear. In corroboration of this, under the tariff act of 1883 barley was 10 cents a bushel and the importations from Canada were about 10,000,000 bushels a year. Although the consumption of beer in the United States increased enormously from 1883 to 1890 the imports of Canada barley were stationary, the Western maltsters malting domestic barley supplying all the malt to make the increased quantity of beer consumed. If the duty is put higher than 20 per cent ad valorem or 10 cents specific on barley, and 30 per cent (or 16 to 18 cents specific) ad valorem on malt, the malting business in the East will die out. The maltsters in the East consider it extremely unjust to put a higher duty on barley than 20 per cent ad valorem, as it would be practically prohibiting, and confiscate the money invested in malt houses and elevators since 1883.

No. 4518.

Reply of the Sohngen Malting Company, of Hamilton, Ohio, maltsters.

[Established in 1856. Capital invested, \$200,000.]

The value fluctuates according to the price of barley. We started in to use 30,000 bushels barley per annum, and last year malted 450,000. This year barley costs from 50 to 60 cents per bushel so our annual output in money amounts to \$300,000.

We have run full time during the past two years.

We would suggest a duty of 20 cents per bushel on barley and 30 cents per bushel on malt, "specific" by all means. If it is specific there can be no undervaluation of goods. Under the former tariff of 10 cents per bushel on barley, there were from 8,000,000 to 12,000,000 bushels barley imported every year, and under the present tariff last year there were only about 1,000,000 bushels imported. Canada has a big advantage over our Western country regarding freight rates to the East. New York and vicinity is the largest barley market in the United States. Canada freight rates on barley are about 6 to 10 cents per bushel, while from the Western States it is from 20 to 30 cents per bushel; so this one advantage alone is a big one, and then Canada will almost always bring from 10 to 15 cents per bushel more than our Western barley owing to the quality, as Canada is considered by all brewers and maltsters to be superior in quality to the average United States barley; so you can readily see that with the advantage of 20 cents per bushel in freight, and 15 cents in quality, there is little show for the Western farmer in the Eastern market, providing you cut the tariff to 20 per cent ad valorem, which would cut it from 7 to 10 cents per bushel. We sincerely hope your committee will recommend a specific duty for not less than 20 cents per bushel on barley and 30 cents on malt.

Labor does not cut such an important part in the manufacture as the raw material, and do not think there would be any reduction in wages. It would be shut down completely, or run on half time only.

The cost of our goods depends on the quality and the production, and is really no criterion to go by. The price in 1884, 1890, 1892, and this year, 1894, has been from 50 to 60 cents.

We have no special increase of competition other than we always had.

We desire specific duty. We think with a specific duty there can be no undervaluation in goods, and if the price would change there would be no change in duty; we could tell at any time just what the duty would be six months or a year ahead; we would not be compelled to figure on the fluctuations in prices.

We are manufacturing more goods than in 1892, owing to the increased duty on barley and malt, as it gives us Western manufacturers a good market in the East.

Just the same. Cost of labor is just the same as one year ago.

The tariff question ought to be settled as quickly as possible.

Barley is our raw material.

Our goods are both necessities and luxuries.

We pay the rate of from 6 to 7 per cent on loans.

Our labor is not skilled except one foreman.

Reduction of duty on goods must be met by paying less for our raw material.

We employ 30 men at \$10 dollars per week.

Our hours of labor are nine a day, including Sunday.

Only Canada barley competes with us.

None of our manufactures is exported.

About the same selling price has been maintained here since 1883.

We pay no duty, as we use all home-grown goods.

We would rather have the duty remain as it is, and if it must be changed, change it as little as possible.

No. 4519.

Reply of Joel Wheeler & Co., of Buffalo, N. Y., maltsters.

[Established in 1869. Capital invested, \$150,000.]

We are engaged and have been for the past twenty-five years in the malting business in Buffalo, N. Y., under the firm name of Joel Wheeler & Co. The firm now consists of the estate of Joel Wheeler and A. J. Wheeler. Previous to the passage of the 1890 tariff bill we malted 150,000 bushels of Canada and New York State barley during the malting season of each year—say, from November 1 to May 1. Since the present tariff went into effect we have been unable to import Canada barley on account of the 30 cents per bushel duty, and for the past two years have been unable to get State barley, as the farmers in western New York will not grow it, for the reason that they have to compete in price with the low grades of Western barley. So we are obliged to malt Western barley or none at all. When Canada barley came in under the 10 cents per bushel duty, State barley sold in our market to within 5 to 7 cents per bushel of the price of Canada barley. In fact the price of Canada barley made the price of our State barley. The Eastern brewers all want a certain amount of Canada barley, and since they are unable to secure it are using substitutes to a large extent.

We have \$150,000 invested in our business, and, since the tariff act of 1890 went into effect, have not run our house to its full capacity. We are not in favor of an ad valorem duty, as it leaves the door open for fraud. We favor a specific duty of 10 cents per bushel on Canada barley, and 30 cents per bushel on malt made in Canada. Previous to the present tariff, all Canada barley sold in this market was made at a certain price delivered in Buffalo, which included freight and duty. We have given this matter a good deal of thought and study for the past two years, and are of the opinion that the present tariff has been of great injury to the maltsters and farmers of this State, and unless the duty on Canada barley is reduced, the malting interest in the State of New York will go to the wall, and be in the hands of a few men in Chicago and Milwaukee; as matters stand now the outlook is anything but bright.

No. 4520.

Reply of C. & F. Seitz, of Easton, Pa., maltsters.

[Established in 1825. Capital invested, \$50,000.]

Our annual product is 60,000 bushels of malt, valued at \$50,000.

We have been running full time during the past two years.

To place domestic productions on an equal footing with the foreign product the rates of duty should be 10 cents specific or 15 per cent ad valorem.

In regard to reducing the rates of duty one-third, no reduction in the cost of production would be necessary.

As to domestic wholesale prices of goods in 1884, 1890, and 1892, average about 85 cents per bushel.

There has been a domestic increase in competition in the past four years.

We would prefer a specific duty.

We are producing about the same amount of goods as we did in 1892.

Wages are the same.

Our skilled workmen live on about \$400 each, a year.

We have no difficulty in construing the existing law and have no suggestions to make.

Price of living is about the same as four years ago.

In many cases overproduction was the cause of the present depression.

All of our component materials are raw.

Our goods are both necessities and luxuries.

We pay the rate of 6 per cent on loans.

Immigration has benefited our business.

About one-half of our labor is skilled.

A reduction of duty on goods will be a benefit to us.

We employ 12 men and boys. Average wages are \$9 per week. They are employed about 70 hours per week.

A very small extent of foreign articles enters into competition.

Very little of our goods or none are exported.

Cost of manufacture is about the same as in 1883.

Selling prices are about the same as in 1890.

We consume probably one-fourth agricultural production.

The chief material of our manufacture is barley, which pays a specific duty of 30 cents per bushel.

With free raw material there would be no necessity for a customs duty on manufactured articles.

Wholesale prices have not decreased.

Would recommend 10 cents specific duty on barley and 25 cents specific duty on malt.

No. 4521.

Reply of the International Malt House, of Buffalo, N. Y., maltsters.

[Established in 1878. Capital invested, \$50,000.]

For the information of the committee and the Senate, I beg to submit the following, viz: That, considered as a revenue measure in the present revision of the duty on barley in the bill pending, the duty should be made specific for the following reasons—that it will greatly simplify the collection of the duty, and in this case prevent undervaluations and prevent fraud. Specific duty will tend to the selection of only the better samples and grades of barley. The lower grades are not wanted in the production of good and wholesome beers.

The duty should be fixed at 10 or possibly 12 cents, specific, per bushel. If the duty on barley is placed above 10 or 12 cents per bushel it operates as prohibitive, and since the Government has need of the \$1,000,000 or more revenue annually, as heretofore, the duty should be so fixed as to result in a revenue to the Government. At the price stated it can operate as an injury to no one in our country, and because, first, Canada is peculiarly adapted to the raising of barley of the better grades, farmers can well afford to grow barley and contribute 10 or 12 cents per bushel to the revenue of our Government. To grow a diversified crop has great advantage to the farmer. Our country needs from 75,000,000 to 85,000,000 bushels of barley. Should we import 10,000,000

or 12,000,000 it still gives our own farmers a great margin to grow barley as a diversified crop, and with the increased consumption of from 3,000,000 to 5,000,000 bushels of malt annually this should certainly be ample and satisfy our own farmers.

The placing of 30 cents duty upon barley has operated as prohibitive of import and has cost our Government from \$1,000,000 to \$1,200,000 annually; has benefited no one, as the following recital of facts will prove: During this time barley has ruled lower than heretofore. In the State of New York the barley acreage has greatly decreased, while in the West it has increased. But this is a natural result. First, the West has gained at the expense of the East, and because of a natural and greater demand, and because the farmer has found the advantage of growing a diversified crop. Because of this, the West has and will increase the acreage of barley. By and through legislation you can not annihilate acres or acreage, and if by the enactment of prohibitive duty on barley you have compelled the Canadian farmer to grow wheat, you have brought this Canadian wheat to come into competition with our own wheat in the markets of the world, and since that supply and demand regulates values, it has operated to cause our own wheat to sell at reduced prices and our farmer, should he have gained in the production of barley, has had another competitor in wheat.

Now, as to barley, I beg further to state that since that our Government derives nearly its largest revenue from beer, it is in duty bound to open wide the field for the procuring of that wholesome raw material from which the best beers can be produced. Especially if at the same time it can derive an additional revenue of over \$1,000,000 annually, costing and injuring no one or anybody in our own country, as before stated.

As to the duty on malt, the product of barley, I beg to state that the duty should also be made specific at from 35 to 40 cents per bushel of 34 pounds. Upon this subject I could considerably enlarge, but time and inclination does not warrant me in doing so at this time. It is sufficient to say that our Government owes its citizens a duty. Nothing is to be gained by a lower duty in the pending bill, considered as a revenue measure. Our own American maltsters can well take care of this trade without detriment or injury to any one of our own people or anybody else.

No. 4522.

Reply of ———, of ———, maltster.

[Name and location withheld by request.]

[Established in 1859. Capital invested, \$450,000.]

In 1859 our annual production was from 2,500 to 4,000 bushels malt per season, which has gradually increased to 500,000 bushels malt, since 1889 to date. In the sixties malt sold from \$1.50 to \$2.25 per bushel and has gradually reduced in price, now selling from 60 to 80 cents per bushel.

We have always run on full time.

We need a specific duty of 10 cents per bushel on barley to protect our farmers, and 25 cents per bushel on malt to protect the American

malster, owing to existing differences. First, they buy their barley direct from farmers and are not obliged to pay commissions; second, they do not pay any elevator charges for handling their grain; third, they are enabled to ship three bushels of malt at the same cost of transportation that we are compelled to pay for two bushels barley, owing to the difference in weight of the raw and manufactured article.

In our opinion a reduction of one-third of the present duty would not necessitate a reduction in the cost of production in this country, as the present rate is prohibitive.

Present domestic wholesale price of malt is from 60 to 80 cents per bushel.

There has been a large increase in domestic competition in the malting business during the past four years.

We prefer a specific duty on malt, as duties are more likely to be evaded under an ad valorem duty.

We are producing the same quantity of goods this season as we did in 1892.

There has been no change in wages made by us during the past twelve months.

We have no difficulty in construing existing law in regard to importations.

The cost of living has, in our opinion, somewhat decreased during the past four years.

Want of foreign markets for our agricultural products, expected alterations in duties, and uncertainty in legislation at Washington have caused present depression.

Barley is our raw material, but in our opinion it is not a raw article, as the same is produced by agricultural labor, etc.

Malt is to some extent a necessity, and a luxury when made into beer and ale.

We pay usual rate on interest for bank accommodations.

We think immigration has had a good effect on our business.

We employ about one-tenth skilled labor.

Reduction of duty on goods must be met by a proportionate reduction of the duty on Canada barley.

Forty men are employed by us. Ordinary wages are from \$1.50 to \$2.25 per day. The skilled labor comprises engineers, firemen, machinery attendants, weighman, foremen, and office help. Wages of skilled labor range from \$2.50 to \$7 per day.

Our hours of labor are about seventy per week.

Canadian malt is a competitor of ours, owing to its superior qualities for brewing purposes.

We do not export.

Cost of manufacture has decreased by introducing improved machinery for handling and malting grain.

The decrease has been in both labor and material.

Our selling price has decreased since 1890.

We consume about 480,000 bushels barley annually.

We use barley, the existing duty on which is 30 cents per bushel.

We need a duty on the manufactured article to protect us against Canadian maltsters who are competitors in our markets.

Wholesale prices have declined since 1892.

We would recommend reasonable protection to our manufacturers and producers as compared to high existing duties, and no duties on all articles of necessity which we do not produce in this country.

No. 4523.

Reply of ———, of ———, maltsters.

[Name and location withheld by request.]

[Established in 1865. Capital invested, \$200,000.]

We started in a small way in 1865 and increased later.

Amount of production is 250,000 bushels barley malt annually, now valued at about \$200,000 at present prices. We will not run full capacity this season, owing to high rate of duty on Canada barley.

We pay a duty of 10 cents per bushel on barley and 25 cents per bushel on malt, as malt can be made cheaper in Canada, owing to cheaper labor, less freight charges on barley. Nearly one-third less freight charges on malt to the United States, as nearly 3 bushels of barley malt (34 pounds to bushel) are contained in 100 pounds, and only about 2 bushels of barley (4 pounds less).

In regard to reducing the rates of duty one-third, about 5 per cent reduction in the cost of production would be necessary.

Average domestic wholesale prices of Canada malt in 1884, 95 cents per bushel; in 1890, 85 cents per bushel; in 1892, \$1 per bushel.

There has been an increase in domestic competition.

We desire a specific duty by all means, as it would simplify collection of same, avoid the risk of undervaluation, and lessen the cost of collection.

We are not manufacturing as many goods as in 1892, since duty on Canadian barley was raised to 30 cents per bushel. That source of supply has been materially lessened, and we can not compete successfully with Western markets owing to difference in freight charges between malt and barley, as aforementioned.

Tendency of wages has been downward during the past twelve months.

We have no difficulty in construing the existing law.

Price of living has decreased slightly owing to cheaper dry goods, flour, potatoes, etc.

Cause of the present depression is high tariff, overproduction, living beyond our means, loss of confidence, etc. Reduce duties on raw materials and place a proper protective tariff on all manufactured articles.

Our raw material is barley.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigration has beneficial effect on our business.

About 1 to 20 of our labor is skilled.

Reduction of duty on goods must be met by selling at lower prices.

We employ 34 men; pay \$10 per week for ordinary and \$18 per week for skilled.

We work seventy hours per week, including Sunday.

There has been no competition with foreign articles since the tariff act of 1890 has been in force.

We don't export.

Cost of manufacture has remained about the same since 1883. Malt made from domestic barley has decreased in price, while that from Canadian has increased somewhat.

About two-thirds of agricultural products of the country is consumed in our manufacturing.

We pay on barley the rate of duty, 30 cents per bushel.

There would be a necessity of duty with free raw material owing to difference in cost of manufacture and freight charges, as before stated.

Wholesale prices in 1884, 90 cents per bushel; in 1890, 85 cents per bushel; in 1892, \$1. Prices are about the same now.

Would recommend a moderate rate of duty for revenue only on all manufactured articles of imports and the abolition of duties on all raw materials.

No. 4524.

Reply of Attica Malt House, of Attica, N. Y., malsters.

[Established in 1882. Capital invested, \$40,000.]

The plant was always run on full time until the season of 1891 and 1892, when, owing to the effects of the present tariff, we very largely curtailed our production. Our house is about five times the capacity of the barley raised by farmers about here, the enlargement having been made after the passage of the tariff of 1883, which gave us Canada barley at a duty of 10 cents per bushel and a protection of 20 cents on malt. Our full capacity is 135,000 bushels per season of eight months.

The tariff of 1890 was well nigh ruinous to our business, but, bad as it is, it is far preferable to any schedule that should place barley and malt on the same ad valorem basis. Should such a feature be embodied in the new tariff it means the transference of the malting industry from this and other Eastern States to Her Majesty's dominions, the other side of the lakes, and the river St. Lawrence. Every Eastern maltster will concur fully in this representation.

If the duties were struck entirely off from both barley and malt that would be equally disastrous to us. In that case the barley would be both raised and malted in Canada. There is no escape from this conclusion.

When the comparative schedules of the Wilson and the present tariffs were first given to the public last November, changing the duties on barley and malt, from 30 cents and 45 cents, respectively, per bushel, to 20 per cent ad valorem on both articles, I, like everyone else in this business, was greatly surprised at the fallacies therein published, purporting to estimate the percentage of reduction in duty on those articles.

It was stated that the decrease was 39.25 per cent on barley and 13.90 per cent on malt. Both figures are so grossly understated as to render the estimates simply ridiculous. The reduction on malt, instead of being only 13.90 per cent, was fully 75 per cent. The Committee on Ways and Means had evidently been the recipients of some very gross misinformation on this subject, and they soon changed the rate to 30 per cent on malt, which the House raised to 35 per cent, and that on barley to 25 per cent. Now, within a few days, we have the announcement, whether true or false, that the Subcommittee on Finance in the Senate had agreed to "equalize" the duties on barley and malt by making them 30 per cent on each, which means, of course, a death blow to the malting interests of this State, and it was intended as a death blow by whomever were instrumental in instigating that change. We are well aware that an influence, surer and silent, has been at work against us in this whole tariff business. From the start under McKinley down to the present time, the design being to ruin the malting business

in the East, and to transfer it to Canada; but I have full faith that we shall get fair and honest treatment in the full committee, for the reason that at that stage the whole subject will be fully and thoroughly investigated.

You inquire, "Do you desire a specific or an ad valorem duty, and why?" I answer, most earnestly, a specific duty on both barley and on malt, and I beg to add that any and all attempts or experiments to solve the question by ad valorem duties will, in my opinion, be a waste of time and labor, except to accomplish the purpose of how not to do it. There is nothing in the whole range of importable commodities that would invite so much in the way of evasions and undervaluations as any system of ad valorem duties on barley and malt. The rates in the tariff of 1883, 10 cents on barley and 20 cents a bushel on malt, stood the test for eight years, gave universal satisfaction to all concerned, and yielded the Government a revenue on nearly 80,000,000 bushels of barley and malt, and that, too, without even an attempt, in a single instance, so far as I have ever heard, to evade the payment of duties, which, from their simplicity, directness, and freedom from all complexities, could not be evaded.

What is the harm in again treading a safe and well-beaten path in this business?

No. 4525.

Reply of W. D. Matthews & Co., of Le Roy, N. Y., maltsters.

Our firm imports barley from Canada to manufacture malt, for and on our own account. Present rate of duty is 30 cents per bushel. The rate previous to 1890 was 10 cents per bushel. Malt has decreased in value since the present tariff became law.

Malt has never been exported from the United States.

In Canada, from where we import barley, a tariff for revenue exists. Our belief is that a protective tariff on barley is hurtful to Eastern maltsters and not in the interest of farmers, for the following reasons: First, we are compelled to now bring our barley from the far West, which makes it impossible to compete with Western maltsters; second, the quality of Western malt is not equal to the Canada, and brewers are debarred, owing to the extra cost, from using the best article to manufacture beer. Third, in the result it is not beneficial to farmers, as the Canadian farmer, unable to grow barley, raises more wheat, which comes in direct competition, when selling for export, with United States wheat. This makes an additional surplus, and as such always controls the price. Our farmers really lose more by the depreciation in value of their largest crop, in order to shut out the comparatively small crop of barley.

Bull. 36—3

No. 4526.

Reply of Kraus-Merkel Malting Company, of Milwaukee, Wis., maltsters.

[Established in 1887. Capital invested, \$600,000.]

Our capacity at first was 400,000 bushels per annum, but we increased it in 1891 to 1,500,000 bushels. This company has invested \$600,000 in its plant and has been running full time until the present season, the general depression in all kinds of business having considerably decreased the demand for malt. We employ about 100 men, working seven days of ten hours each. Their wages average \$2 per day. The proportion of skilled labor is about 75 per cent and wages are 25 to 35 per cent higher than common-labor wages. The cost of labor is now from 20 to 25 per cent higher than prior to 1888, but no change in the rate of wages has occurred during the past twelve months.

Our raw material is barley, and a reduction by one-third of the present duty on barley and malt would have to be met by a reduction of at least 20 per cent in wages. The present high duty has stimulated domestic competition, practically prohibited foreign competition in malt, and decreased foreign competition in barley about 85 per cent.

We prefer a specific duty to an ad valorem duty, principally for the reason that, while under the former there seems to be absolutely no chance for fraudulent practices, under the latter undervaluation of imports may be extensively resorted to. In order to put the foreign barley-grower and maltster on an equal basis with the domestic producer, by which, however, the latter would be the loser because of the increased competition, a specific duty of not less than 20 cents on barley and 30 cents on malt should be imposed. As a chief reason we may assign the fact that, since the Eastern States are the principal barley and malt purchasers, the consumption being more than one half of that of the whole country, the farmer of Ontario, where the bulk of Canadian barley is grown, enjoys the advantage of a geographically most convenient location for marketing his product, the cost of transportation on barley averaging about 4 cents per bushel and on malt less than 3 cents, whereas the Western farmer pays from 12 to 16 cents per bushel, according to location, for transportation to the Eastern market.

The present depression in trade we consider due mainly to the uncertainty of tariff legislation. We believe that after a definite settlement of the tariff question business will begin to look up. At the same time we do not think that a materially reduced tariff will benefit the manufacturing, agricultural, and mining interests of the country. Therefore we hold that no changes should be made in the existing rate of duty; or, at most, such slight changes as will tend to reconcile clashing interests.

Under the present tariff the farmer obtains a better price for barley than under a tariff permitting importation of Canadian barley. The price of domestic barley is usually governed by that of the imported product, and the statistics of the Agricultural Department show that under a low tariff prices of domestic barley were, with but few exceptions, lower than prices of imported barley. Since the enactment of the tariff act of 1890, however, American barley has averaged 9 cents per bushel more than Canadian barley. During the season immediately following the passage of the act of 1890 the price of American barley increased about 30 per cent over the 1889 price; in 1891 prices dropped

to 16 per cent above the 1889 price in consequence of an increase in the production for that year of 12,000,000 bushels, as compared with the previous year, which, with imports of upwards of 5,000,000 bushels, made the aggregate supply for the year the largest on record.

In 1892 barley prices recovered the 30 per cent mark owing to a diminished crop in consequence of drought, and in 1893 dropped back to the 1889 level, which is accounted for by the general depression of the financial affairs of the country, which was severely felt in all industrial interests, resulting in throwing large numbers of men out of employment throughout the country, and correspondingly reducing the sale of beer and demand for barley. Now, while the price of American barley on the farm during the four seasons following the passage of the tariff act of 1890 averaged 52 cents a bushel, the price of Canadian barley averaged but 43 cents; and we believe that if the tariff had permitted the importation of barley, the competition, while perhaps securing a trifle better average than 43 cents for Canadian barley, would have resulted in a reduction of the net average to the American farmer to considerably below 52 cents. The effect would therefore have been a direct injury to the farmer.

No. 4527.

Reply of Evans & Giehl, of Rome, N. Y., maltsters and brewers.

[Established in 1878. Capital invested, \$40,000.]

We produce about 12,000 bushels of malt, valued at \$9,000, and 5,000 barrels of ale, valued at \$25,000, each year.

We ran full time during the past two years.

Our domestic wholesale price from 1884 to 1890 was \$6 per barrel, and from 1890 to present time it has been \$5 per barrel.

There has been an increase in domestic competition in the past four years.

We are not manufacturing as much as in 1892 on account of dull times.

We have had to reduce wages during the past year.

It costs \$10 per week for a skilled workman to support his family.

We would rather have a lower duty on barley.

No. 4528.

Statement of the Milwaukee Malt and Grain Company, of Milwaukee, Wis., maltsters.

We beg leave to submit the following facts and figures with reference to the proposed reduction in the tariff on barley and barley malt.

According to the official report of the Bureau of Statistics of the Treasury Department of the United States, the imports of barley and

barley malt from the Dominion of Canada for the past ten years were as follows :

Year ending June 30—	Barley.		Barley malt.	
	Bushels.	Value.	Bushels.	Value.
1884.....	8,593,902	\$5,919,965	155,338	\$111,926
1885.....	9,984,870	6,520,827	378,806	267,796
1886.....	10,194,107	7,175,397	319,005	233,751
1887.....	10,351,895	6,170,660	206,203	149,444
1888.....	10,445,751	7,812,814	200,915	151,788
1889.....	11,365,881	7,721,475	136,256	100,314
1890.....	11,327,052	5,627,377	213,135	155,980
1891.....	5,076,471	3,221,189	120,058	74,471
1892.....	3,144,918	1,591,305	1,218	851
1893.....	1,969,761	921,301	24	19

The sudden falling off, beginning in the autumn of 1890, was due to the fact that on October 6, 1890, the McKinley bill, which raised the duty on barley to 30 cents and on malt to 45 cents per bushel, became operative as a law. The decrease would have been still greater had the law gone into effect a month or so sooner, for in this brief interim Canadian shippers rushed over the border about 4,000,000 bushels of the then new crop of barley, so as to embrace the old duty of 10 cents, and thus avoid the impending duty of 30 cents per bushel. It is a matter of record that, in order to provide for the proper entry of this extraordinary influx of barley, the collectors of customs at the ports of Buffalo and Oswego kept their respective offices open until midnight of October 5.

A glance at the foregoing official report will show that Canada's loss of trade consequent on the increase of the duty on barley was enormous. But what was Canada's loss was the American farmer's gain. Upon him devolved the duty and the privilege of supplying the deficiency with barley raised on American soil. That he was equal to the occasion is amply demonstrated by the receipts of this cereal, before and after the 30-cent duty went into effect, at the two principal distributing centers of the great barley belt of the United States, namely, Milwaukee and Chicago. In these cities is marketed a large proportion of the barley grown in Wisconsin, Minnesota, and Iowa, which three States, according to the official report of the Department of Agriculture, furnish, with the assistance of California, more than one-half the barley crop of the United States.

In six years of the period of time covered by the foregoing statistics, that is to say, from 1884 to 1889, inclusive, the combined receipts of barley at Milwaukee and Chicago averaged 17,300,564 bushels per annum. Then came the increased duty, and in line with it the receipts during the subsequent years promptly ran up to an annual average of 25,706,923 bushels, *an increase of 8,406,359 bushels per annum.*

In support of this statement we herewith append in detail the official figures of the secretaries of respectively the Chamber of Commerce of Milwaukee and the Board of Trade of Chicago.

Year.	Chicago receipts.	Milwaukee receipts.	Year.	Chicago receipts.	Milwaukee receipts.
	<i>Bushels.</i>	<i>Bushels.</i>		<i>Bushels.</i>	<i>Bushels.</i>
1884.....	7,849,829	4,702,666	1889.....	12,524,538	6,765,537
1885.....	10,700,127	5,392,106	1890.....	15,133,971	10,825,391
1886.....	12,740,953	6,019,424	1891.....	12,228,480	10,001,293
1887.....	12,476,547	5,778,663	1892.....	16,989,278	11,788,288
1888.....	12,587,526	6,465,471	1893.....	13,375,845	12,495,136

Is not the aforementioned phenomenal increase of 8,406,359 bushels per annum in the receipts of American barley at but two points proof positive that the duty of 30 cents per bushel has resulted in a great benefit to the American farmer? It can not be denied that the higher duty has stimulated to a degree hitherto unparalleled the cultivation of barley in the States of Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, and Nebraska, and that, as a further result, thousands of acres of land that stood in danger of being impoverished through the long-continued cultivation of wheat are now being strengthened and reclaimed to usefulness by the change from wheat to barley.

The full effect and benefits of the 30 cent duty are now but just beginning to make themselves manifest. The excellent quality of the barley raised in the States above referred to is rapidly making friends for it everywhere, and more particularly in those sections of the country where formerly Canadian barley was in general use. It can not be claimed that the American cereal is inferior to its foreign rival, as witness the unexcelled reputation of Milwaukee beer, in the manufacture of which our own barley is almost exclusively employed. We firmly believe that, if the present duty is not disturbed, Canada barley will eventually be driven entirely from the United States. On the other hand, if the Wilson bill becomes a law, and the duty be reduced to an ad valorem duty of 20 per cent, the flood-gates on the other side will promptly discharge such an enormous load of barley into our land as can not but prove disastrous to the interests of the American farmer. He has spent money, time, and brains in the laudable enterprise of furnishing the brewers and distillers of our land with a grade of barley that shall answer all requirements as to quality. The question is: Shall we encourage him herein by retaining the present duty, or shall we expose him to ruinous competition? Ruinous it will certainly be, for Canada is in position to send us with ease from 15,000,000 to 25,000,000 bushels of barley per annum, and far more if necessary. If she could unload on us more than 11,000,000 bushels per annum when the specific duty was 10 cents per bushel, then how much more will she dump on these shores under an ad valorem duty of but 20 per cent, which will in reality not amount to more than from 6 to 8 cents per bushel? Fix the duty as the bill proposes, and we prophesy that in the very first year thereafter not less than 15,000,000 bushels of Canadian barley will come across the line, thus crowding out an equal quantity of American grain.

It must not be forgotten that, geographically, Canada enjoys a great advantage over the barley-producing States of the Northwest, in that she is closer than they are to the great brewing centers of the East, notably Buffalo, Rochester, New York City and vicinity, Philadelphia, and Boston and vicinity. The bulk of the barley she exports to our country is raised almost at the water's edge of Lake Ontario. Its north shore—from Kingston to Hamilton—is the dumping-ground of her barley farms. So close indeed are the farmers to the lake ports that it costs them virtually nothing to market their barley, for they haul it there themselves by teams, thus avoiding the payment of any and all railway freights. Here it is quickly absorbed by conveniently located marine elevators, where vessels and boats of every description lie in waiting to carry it to Buffalo and Oswego for a consideration of *half a cent to 1 cent per bushel*. And what does it cost the farmers of Wisconsin, Minnesota, Iowa, the Dakotas, and Nebraska to lay their barley down in the aforementioned American markets, Buffalo and Oswego? *From 10 to 15 cents per bushel.*

This item alone would more than eat up the proposed ad valorem duty of but 20 per cent. Another important advantage enjoyed by Canada is the fact that her barley has long been used by the brewers of the New England and Eastern States, whereas they have in many instances only very recently admitted our own Northwestern barley into general consumption.

The importance of the aforementioned advantages can better be understood in the light of the fact that during the year ending April 30, 1893, the sales of malt liquors in the States of New York, Pennsylvania, New Jersey, Massachusetts, Connecticut, New Hampshire, and Rhode Island alone reached the astonishing grand total of 17,239,648 barrels, or more than one-half the total sales of malt liquors in the United States during the same revenue year. The quantity of barley required in the production of 17,239,648 barrels may safely be set down at from 20,000,000 to 25,000,000 bushels. Will any Senator or Representative rise in his seat in the Congress of the United States and say that it is patriotic to legislate American barley out of this profitable field and put the foreign cereal in its place? Can he then consistently give his support to the ad valorem duty of 20 per cent on barley, as proposed by the Wilson bill, when it is as plain as day that the effect of such legislation will be to enrich the Canadian farmer as the expense of our own people?

We could write you at greater length on this subject, but we think that we have already given you a sufficient number of facts to guide you in an earnest effort looking toward the frustration of the proposed plan to reduce the tariff on barley and malt.

No. 4529.

Reply of Peoria Malting Company, of Peoria, Ill., maltsters.

[Established in 1885. Capital invested, \$125,000.]

We make malt made of barley, rye, and oats. We started with a plant of 100,000 bushels per annum and have kept steadily increasing till our plant now produces 350,000 bushels per annum. Value depends largely on price of raw material.

We were compelled to shut down earlier than usual last year on account of the stringency in the money market, not being able to place our goods at a profit.

We believe with a duty of 30 per cent we can successfully compete with foreign malsters (in our case Canada is the only country to be considered) and our reasons are, it gives our Northwestern farmer a better chance to compete with Canada barley.

There has been an increased domestic competition since the tariff act of 1890 went into effect.

We prefer a specific duty on barley, for the reason that barley differs largely in price on account of color and weight, and lower grades would be kept out altogether.

We are running full time and making as much goods as in 1892. We are paying the same wages we paid twelve months ago.

We pay our men from \$11 to \$14, according to their skill.

We have no trouble in construing the present law.

The price of living in our locality has kept rather steady for the last

four years. In our opinion the present hard times were brought on by the low price of grain in Europe and overproduction and the decrease in exports.

The goods we manufacture are necessities rather than luxuries. We paid no attention how immigration might affect us; increased immigration can not affect us.

We pay 7 per cent on loans.

All our employes are more or less skilled in their trade. Our men work full time—ten hours per day. We employ about 22 workmen.

Canada barley enters in competition with our goods to the extent of probably 300,000 bushels per annum.

None of our product is exported.

The cost of manufacture has decreased since 1883 on account of improved machinery and better facilities in handling both the raw material and the product.

Selling prices have decreased since 1890.

We consume in our manufacture about 300,000 bushels of barley, rye, and oats.

If raw material were free we would suggest about a duty of 30 per cent on our manufactured goods. We would just as leave do without any duty on barley and believe in cheap raw material, because we would not have to borrow as much money as when the raw material is high.

The fact is, since the tariff act of 1890 went into effect, prices of our raw material have steadily gone down, as can be proven by the different statistics of the different boards of trade of the country, because the domestic supply has proven larger than the demand. Farmers, being deceived by the idea they have a protected duty of 30 per cent on a bushel of barley, have gone to work and raised more barley than the country can consume.

No. 4530.

Reply of Herman Goepper & Co., of Cincinnati, Ohio, maltsters.

[Established in 1880. Capital invested, \$100,000.]

We produce 175,000 bushels barley malt per annum; value, \$120,000.

We have run at full time during the past two years.

The ad valorem duty, as proposed by the Wilson bill, is, we think, adequate to place us on an equal footing with foreign producers, for the reason that labor in Canada is possibly slightly lower than in this country, and barley (the raw material) is also somewhat lower than same quality raised here. This, we believe, is owing almost, if not entirely, to the fact that the farmers of Canada have made more of a study of the subject of raising barley than the majority of our American farmers, with many of whom it is rather a new thing as compared with Canadian farmers, who have been devoting their attention to it for many years, and consequently can produce it more cheaply.

We do not think that if the rate of duty were reduced one-third any reduction in cost of production would be necessary.

Wholesale prices have been as follows: 1884, 84 cents; 1890, 83 cents; 1892, 67 cents; at present, 67 cents. There was a partial failure in the barley crop in 1890, which caused the high price.

We are of the opinion that there has been a slight increase in competition in this country during the past four years, but only in proportion

to the increased consumption. There was no increase of foreign competition up to the time of the passage of the tariff act of 1890, since which time there has practically been none whatever.

Ad valorem duties, being the most equitable, should be applied, in our judgment, to goods not susceptible to undervaluation. We think a specific duty applied to barley and malt as rather more desirable than an ad valorem duty; however, we have no objection to the latter.

We are manufacturing as much malt now as in 1892; in fact, we have always run full capacity since 1880, when we began manufacturing.

We have, as stated above, run full time and have paid full wages during the past twelve months.

Our workmen, with the exception of the foreman and one or two others, would scarcely come under the head of skilled workmen, and while we can not specify items of expenditure, we are of opinion that the cost of living would range from \$300 to \$400 per annum. This for unskilled workmen.

As the present law is prohibitory, we have had no occasion to construe it, but as we read the Wilson bill there is no difficulty which we can see in construing it and we have therefore no suggestions to make.

The price of living has materially decreased during the past four years; it is difficult to say to just what extent, but the decrease has been very material.

The present depression in trade was caused, in our opinion, partly by the Sherman law, now happily repealed, and partly by the overtrading caused by the passage of the tariff act of 1890. The only remedy now left is the speedy passage of the Wilson bill.

Barley is our raw material.

As malt goes into the manufacture of lager beer and ale, we must leave to your committee the decision, whether it is a luxury or a necessity.

During the "bankers' panic" last summer, and shortly after the Baring failure, in fact during any period of stringency in the money market, 6 per cent per annum has been the rate of interest; at all other times and at present, 5 per cent.

Immigration has been the means of increasing the consumption of beer, and indirectly, therefore, has benefited our business.

A very small proportion, as already stated. With the exception of the foreman and two other men, none at all are skilled.

We can successfully meet any competition, even though the duty on malt be reduced. We met it before the passage of the tariff of 1890, and can do so again.

We employ 13 men, 2 skilled and 11 unskilled, this exclusive of foreman, office force, etc. The unskilled workmen receive \$13 per week.

Our hours of labor are from fifty-six to sixty per week.

Foreign articles do not enter into competition, but if they did we could, as already stated, easily compete.

There is no malt exported.

The cost of manufacture has not changed to any appreciable extent since 1883; if anything, has slightly decreased.

Any slight decrease has been in materials, not labor. We pay slightly higher wages now than in 1883.

Selling prices have decreased since 1890, owing to the decreased cost of raw materials.

We consume in our manufacture from 60,000,000 to 65,000,000 bushels of barley; no other domestic productions.

We pay a duty on barley only, on which there is a specific duty of 30 cents per bushel.

If barley, our raw material, were placed on the free list, there would hardly be any necessity of a customs duty on the manufactured product, since we could use the foreign barley to practically as good advantage as the foreigner. There might be a slight disadvantage in freights against us, as barley weighs 48 pounds to the bushel, while malt, the manufactured product, weighs only 34 pounds. The proposed duty under the Wilson bill will afford ample protection to the manufacturer in our opinion.

Our wholesale prices are as follows; 1884, 72 cents per bushel; 1890, 72 cents per bushel; 1892, 55 cents per bushel. Prices have decreased since 1892.

We think the duty as proposed by the Wilson bill fair and equitable, and we believe it is satisfactory to both manufacturer and consumer,

No. 4531.

Statement of Northwestern Barley Growers.

[Pamphlet statement entitled "Why Should Barley Be Protected?"]

Barley is an important product of the Northwestern farmer. According to the official reports of the Department of Agriculture, Iowa, Wisconsin, Minnesota, and California produce more than half of the barley crop of the United States. The farmer has learned that he can not profitably continue to grow wheat; he must vary his crops, and there is none so remunerative as barley. The Agricultural Department gives the average values of wheat, oats, barley, corn, and rye per acre for the country and for Wisconsin for 1893 as follows:

	United States.	Wisconsin.
Wheat	\$6.16	\$7.03
Oats	6.88	7.45
Barley	8.92	13.19
Corn	8.21	10.32
Rye	6.67	6.23

As to the average prices of barley on the farm in Ontario and in the United States the following figures may prove of interest:

Years.	Ontario.	United States.	Years.	Ontario.	United States.
	<i>Cents.</i>	<i>Cents.</i>		<i>Cents.</i>	<i>Cents.</i>
1883	57	58.7	1889	44	42.7
1884	56.6	59	1890	50.2	64.8
1885	55.2	56.3	1891	44.1	54
1886	51.3	53.6	1892	41.3	47.2
1887	56.7	51.9	January, 1894	41	53.54
1888	60.1	59			

The following statement is compiled from the reports of the Secretary of the Chamber of Commerce of Milwaukee showing the average price No. 2 barley for each month of the period during which the bulk of the crop is moved, namely, from September to December for the years 1887

to 1893, inclusive, together with the annual supply of domestic and foreign barley:

	Average price, Sep- tember.	Average price, Oc- tober.	Average price, No- vember.	Average price, De- cember.	Average for 4 months.
1887	59	63	72	72	66
1888	68	74	70	67	70
1889	58	54	50	47	52
1890	66	69	61	67	67
1891	62	61	59	57	60
1892	66	65	66	66	66
1893	65	55	51	49	52

	Crop of United States.	Imports from Canada.	Total pro- duction and imports.
1887. United States Department of Agriculture	56,812,000	10,351,895	67,163,895
1888. United States Department of Agriculture	63,884,000	10,445,751	74,329,751
1889. Commissioner's estimate	65,000,000	11,365,881	76,365,881
1890. Commissioner's estimate	63,000,000	11,327,052	74,327,052
1891. Commissioner's estimate	75,000,000	5,076,471	80,076,471
1892. Commissioner's estimate	70,000,000	3,144,918	73,144,918
1893. United States Department of Agriculture	69,869,495	1,969,761	71,839,256

Report of barley crop of 1893 by Department of Agriculture.

States and Territories.	Acres.	Bushels.	Values.
Maine	14,184	370,202	\$248,035
New Hampshire	5,081	128,540	89,984
Vermont	17,945	493,488	296,093
Massachusetts	1,821	46,071	41,464
Rhode Island	370	9,224	8,112
New York	270,612	5,493,424	3,296,054
Pennsylvania	18,529	352,051	176,026
Texas	2,757	39,977	24,786
Tennessee	2,946	44,485	24,467
Kentucky	4,763	80,971	41,295
Ohio	34,955	793,479	372,935
Michigan	80,199	1,315,264	644,479
Indiana	7,420	147,668	66,446
Illinois	30,978	718,690	287,476
Wisconsin	459,366	11,024,784	4,740,657
Minnesota	419,367	9,268,011	3,336,484
Iowa	513,233	11,599,066	3,827,692
Missouri	1,633	32,660	13,064
Kansas	15,847	128,361	60,330
Nebraska	76,690	920,280	285,287
South Dakota	155,015	2,387,231	787,786
North Dakota	186,964	2,841,853	880,974
Montana	5,183	156,008	78,004
Colorado	12,944	366,315	183,158
New Mexico	1,543	33,329	19,331
Arizona	11,073	298,971	155,465
Utah	6,303	236,993	106,647
Nevada	7,869	280,923	168,554
Idaho	10,297	308,910	163,722
Washington	46,408	1,860,961	725,775
Oregon	27,360	975,096	390,038
California	760,716	17,116,110	7,188,766
Total	3,220,371	69,869,495	28,729,386

No official return of the barley crop has been made from 1889 to 1892. The average for the eight years, 1881, to 1888, inclusive, is 2,563,511 acres. The area of 1893 shows an increase of 223,689 acres over the area of 1888 and 656,560 acres over the average of the above period. The average annual product for the eight years was 54,992,294 bushels. The product of 1893 exceeds this average nearly 15,000,000 bushels, due exclusively to the high duty imposed by the McKinley bill.

It will be observed that the prices for the four months named of the

year 1890, the year in which the McKinley act went into effect, ranged from 8 to 20 cents higher than during the corresponding months of the preceding year and the average price for the four months of those years shows a difference of 15 cents per bushel in favor of 1890. The imports of the year 1890 were made chiefly before the act went into effect and had mostly gone into consumption before our crop for that year commenced to come in the market. Average prices for the four months named of the year 1891 show a decline of 7 cents per bushel in consequence of an increase in the production for that year of 12,000,000 bushels as compared with the previous year together with imports of upwards of 5,000,000 bushels, making the aggregate supply for the crop year the largest on record. Moreover the large imports of Canadian barley rushed over the border before the McKinley bill went into effect had a depressing influence upon the price of barley in the American market for more than a year after the passage of that law. The average price for the four months named for the year 1892 shows a recovery of 6 cents per bushel with a slightly diminished crop which was in consequence of drought. The average price of the four months named of the year 1893 shows a falling back to the average price of the same months in 1889, which is accounted for by the general depression in the financial affairs of the country, which was severely felt in all industrial interests and resulted in throwing large numbers of men out of employment throughout the country, and correspondingly reduced the sale of beer and the demand for barley.

The relatively higher prices ruling in the fall of 1887 and 1888 are accounted for from the light crop of 1887 making the aggregate supply, including imports for that year, only 67,000,000 bushels, and in the case of 1888 the high price is accounted for by the fact that there was continuous manipulation from month to month during the fall of that year and the market being cornered each month. There has been no manipulation of consequence in barley since that time.

During the fiscal year ending June 30, 1890, we imported into this country from Canada 11,327,052 bushels of barley and 213,135 bushels of malt. Our importations for the fiscal year ending June 30, 1893, were only 1,969,761 bushels barley, and 24 bushels of malt. Again, the receipts of barley at Chicago and Milwaukee, the principal markets of the chief barley growing states of the northwest, Minnesota, Wisconsin, and Iowa, from 1884 to 1889, inclusive, averaged 17,300,564 bushels per year. The annual average of receipts since the passage of the McKinley bill is 25,706,923 bushels, an increase of 8,406,303 bushels. The McKinley bill has taken the market from the foreigner and given it to the American farmer.

The duty on barley is now 30 cents a bushel. The Wilson bill reduces it to 25 per cent ad valorem. Barley is selling now at from 40 to 50 cents, therefore the duty would range from 10 to 12½ cents a bushel. But the duty is to be an ad valorem one. That will reduce wonderfully the value of the imported Canadian barley as entered at the custom-house and as a consequence the duty will drop to 7 or 8 cents a bushel.

Will that be for the interest of the barley-growers of the States of New York, Michigan, Wisconsin, Iowa, Minnesota, North and South Dakota, Nebraska, Colorado, Oregon and Washington? Incontrovertible facts show that it will not be. Prior to the passage of the McKinley law the duty was 10 cents a bushel. Being a specific one, every cent of it was collected. Yet great quantities of barley were shipped across the border. During the fiscal year ending June 30, 1890, eleven and one-third million bushels, worth over \$5,600,000, were sent to the United

States from Canada. During the last fiscal year the imports were a little less than 2,000,000 bushels.

It is evident that the higher duty stimulated the cultivation of barley, especially in the States of Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, and Nebraska. The industries of the farmer have been diversified. Instead of devoting himself to wheat exclusively, he has begun using part of his land for barley. That is better for the land and better for the farmer, who is no longer dependent on one grain. The barley which the western farmers are furnishing is of excellent quality. It is as good as the Canadian product, and if the protection is not withdrawn it will supplant Canadian grain utterly. But if the duty is reduced, as is proposed by the Wilson bill, ruinous competition will ensue in which the Canadian has the advantage of a geographically more convenient location, since his farms are within easy distance of the great brewing centers of Buffalo, Rochester, New York, Philadelphia, and Boston. The cost of bringing his barley from the farm to this market is about 7 per cent of the expense incurred by the Northwestern farmer. The Canadian's transportation charges to the lake shore are next to nothing and the freight across the lake is less than 1 cent per bushel.

Canada is in a position to send to this country with ease, from fifteen to twenty-five million bushels of barley annually, and more if necessary. The dumping of such a quantity on the American market would be a most serious matter for the American grower. If the Wilson bill goes into force this summer at least fifteen millions of Canadian barley will be sent here during the next fiscal year, and an equal quantity of American grown barley will be crowded out.

The amount of barley needed in this country for the manufacture of beer is at present about 25,000,000 bushels. The American farmers, stimulated by a higher duty, are producing that barley of excellent quality. Now a business which they have been urged to compete for is to be taken from them and turned over to foreign competitors. That is an injustice to our farmers. It is deliberate preference of the interests of the Canadian to those of the American farmer.

There was a time when the combined barley crops of the United States and Canada were scarcely sufficient to meet the requirements of the brewers of the United States, but, owing to the use of corn and other substitutes for barley by brewers of late years the immense growth of the brewing industry has not resulted in a corresponding increase in the production of barley, so that the home product has been more than sufficient to supply the demand. The bulk of the surplus barley annually produced in the United States of late years has been ground and used as animal food and only an inconsiderable quantity not suitable for malting has been exported. A large proportion of the barley crop of the United States is successfully grown upon land that will no longer produce remunerative crops of wheat and the area of this exhausted wheat land is constantly increasing. In years of large or even average production the price of barley would sink to very low figures were our markets not protected from Canadian imports by a liberal protective duty. The farmers of the East as well as those of the West are interested in maintaining the protective duty on barley. The farmers of the State of New York alone grew five and one-half million bushels of barley in 1893 for which, according to the report of the United States Department of Agriculture, they realized an average price at their own doors of 60 cents per bushel. Without the protective duty they would have been obliged to sell this at a greatly

reduced price in competition with the farmers of Ontario just over the border of their State. A depreciation of 20 cents a bushel, which will result from a low ad valorem duty, means an annual loss to the farmers of New York of over a million dollars. The American farmer must inevitably be the chief sufferer by lowering the duty on barley and the Canadian farmer the beneficiary of such a policy. Nor can it be successfully maintained that the consumer will be even in the least degree benefitted; for whatever may be the price of barley, the cost of beer to the consumer has never varied. The profits of the brewer or saloon-keeper may be diminished by high prices of barley, but the cost to the consumer has never been increased by this cause, nor has the low price of barley ever been the cause of cheaper beer for the consumer.

In view of the foregoing we hold that there should be imposed a specific duty on barley of not less than 20 cents per bushel and not less than 30 cents per bushel on malt, or an ad valorem duty of at least 40 per cent on barley and 50 per cent on malt.

BUCKWHEAT, CORN OR MAIZE, CORN-MEAL, OATS, OATMEAL, RYE, RYE FLOUR, WHEAT, AND WHEAT FLOUR.

- Present law: 255. Buckwheat, fifteen cents per bushel of forty-eight pounds.
 256. Corn or maize, fifteen cents per bushel of fifty-six pounds.
 257. Corn-meal, twenty cents per bushel of forty-eight pounds.
 259. Oats, fifteen cents per bushel.
 260. Oatmeal, one cent per pound.
 262. Rye, ten cents per bushel.
 263. Rye-flour, one-half of one cent per pound.
 264. Wheat, twenty-five cents per bushel.
 265. Wheat-flour, twenty-five per centum ad valorem.

Proposed law: 190. Buckwheat, corn or maize, corn meal, oats, [oat meal,] rye, rye flour, wheat, and wheat flour, twenty per centum ad valorem, but each of the above products shall be admitted free of duty from any country which imposes no import duty on the like product when exported from the United States; *oat meal*, fifteen per centum ad valorem.

NOTE.—Paragraphs, 255, 256, 257, 259, 260, 262 to 265, inclusive, consolidated.

No. 4532.

Reply of Minneapolis Flour Manufacturing Company, of Minneapolis, Minn., manufacturers of flour.

[Established in 1889. Capital invested, \$800,000.]

Our aggregate production has been about 2,400,000 barrels flour, 78,000 tons offal. Output is about 600,000 barrels of flour and 19,500 tons offal each year; value, about \$2,300,000.

In 1893 we ran about two-thirds time at different times during the year on account of dullness of trade, or market for wheat being out of line on account of speculation in raw material.

We have no foreign competition.

Wholesale prices in 1890 were from \$5.60 to \$6.10 per barrel; 1892, from \$4.60 to \$5.25 per barrel.

Competition by increased milling capacity and our inability to reach many foreign markets, on account of lower duty on wheat than flour, have about ruined manufacturers' profit. It is also curtailed by excessive speculation in the raw material, throwing markets out of normal

condition, prices not being governed by supply and demand for milling.

Our output is not so great as in 1892. Speculation has put wheat out of line with the world's markets, and has therefore greatly curtailed the foreign trade.

Wages have been practically unchanged during the last four years.

Millers and bolters get \$3 per day. Don't think they save much, notwithstanding they have fairly steady work. Other wages scale down to \$1.75; average is about \$2.50.

No. 4533.

Reply of North Dakota Milling Association, of Grand Forks, N. Dak., manufacturers of flour.

[Established in 1880 to 1893. Capital invested, \$750,000.]

We produce 500,000 barrels of flour and 25,000 tons of feed per annum.

We only averaged half time during 1893.

Our product is not protected.

Flour has reached the lowest point known. It has declined over \$3 per barrel in ten years, or 50 per cent.

There has been an increase in foreign competition on wheat, which has enabled English millers to buy lower than our farmers could sell for.

No duty is required, rather bounty.

We are manufacturing just about the same as in 1892.

Wages are stationary, but tending down.

Our skilled men get from \$75 to \$100 per month, and are apparently able to live well and lay up a little something. No actual estimate is available.

We have no difficulty in construing the present law.

Our export trade is limited to Great Britain and Holland; heavy import duties prevent our getting into France, Germany, and other flour-consuming states. These countries, however, buy wheat of the world, and the duty on it is much less than on flour as shown by consular reports. We are competing with the serf of Russia and the ryot of India in wheat productions, and their product is like the Irishman's pig, too valuable to eat, so must be sold for the taxes. Our wheat is of superior quality to theirs, and the purchaser prefers ours at the same price, but declines to pay a premium for ours for the reason that the wheat of India will make some kind of flour, and any kind of flour will appease the hunger of the poor.

What we should do as a nation is to stop the exportation of raw material, and offer to France, Germany, and other white-skinned nations, the privilege of shipping in free into the United States an amount equal in dollars, gold basis, to the amount of manufactured cotton goods and manufactured cereals shipped from the United States to their country and admitted free. If this country could get an outlet for its cereals, we could in a short time overcome the low prices of Russia, India, and Argentine. We can grow grain cheaper than any other country in the world, but we can not do this if we can not sell it after it is grown. We can not as a nation afford to export raw material. The milling business has grown enormously without a particle of protection, and handicapped by protection on everything which enters

into the manufacture. The craftsmen have never been organized, and a strike is unknown. This indicates a peaceful condition of affairs in the guild, but it can not long exist with half time operation of mills and poor returns to stockholders.

If this is of any interest to your committee, and you want more of it, will be pleased to produce the documents to substantiate, and argue on the plan.

No. 4534.

Reply of George T. Chester, of Buffalo, N. Y., manufacturer of flour.

[Established in 1829. Capital invested, \$250,000.]

The depression and the remedy: A portion of our prosperity is real, owing to our vast resources, but this prosperity will diminish as the avenues to our resources become more crowded. If labor here is higher, or capital draws big interest, each of these will flow in from abroad as it has been doing until an equilibrium is established with the foreign article. No law can indefinitely postpone this consummation which we are slowly approaching. Part of our prosperity is illegitimate, speculating, gambling, real-estate booms, granting franchises to corporations, stock company inflation, the enormity of moderate drinking, resulting in a billion of annual waste, and millions of drunkards, high tariffs that give millions to a few; high wages to a number at the expense of the masses, who work for small pay; pension legislation, making a corruption fund, to get rid of a surplus for party gain, done in the name of patriotism; these, with the revolting corruption of both old parties, that besmirches the high official as well as the war dealer, has destroyed nationally and internationally all confidence in American legislators, and partially in America, are the cause of our present troubles. The remedy is for such men as Mr. Voorhees to abandon, if necessary, position and party, rather than longer countenance or profit by old party methods. Seek national honor, the welfare of mankind, regardless of party ties, and thus holding the worst confidence in our integrity, and we can even stand with equanimity the opposite economic policy to that which has earned for England the commercial supremacy of the world, and the envious hatred, born of jealousy, of all civilized nations.

Our goods are necessities.

We pay 6 to 7 per cent on loans.

Immigration has no effect that I can specify.

Our labor is half skilled and half unskilled.

We employ 16 persons in all for forty-eight hours in my mill; seventy-two in other mills for the same pay.

We manufacture so cheaply foreigners can't compete. My flour was at times exported by New York parties. I do not export directly.

Flour is selling now lower than ever before.

I pay no duty.

There are always fluctuations in selling prices, but they are now lower than ever before.

Millers need free trade on all importation to enable us to realize from foreigners in exchange for our product (flour) as much as possible in return for the labor we have put into our product. At present we have to deliver enough flour to pay for the importation at a price made almost double their actual values by tariff.

No. 4535.

Reply of The Isaac Barter Company, of Fostoria, Ohio, manufacturers of flour.

[Established in 1887. Capital invested, \$210,000.]

We have not the statistics at hand to give annual value of production, but values have been steadily decreasing for the past four years.

We have at times run less than full time, partly on account of no demand for flour and partly on account of lack of milling wheat.

A duty on flour is not necessary, as this country exports flour and does not import, for reasons known to all. The milling industry of this country, however, is greatly interested in having reciprocity in effect with certain other countries to which we ship flour. For illustration: We have a large trade in Cuba, and we fear that if there is no reciprocity feature in our tariff with Spain, they will, as soon as possible, restore the duty of \$7 a barrel on American flour which was in existence prior to the passage of the tariff of 1890. Our correspondents in Havana advise us that Spain is only waiting a favorable opportunity to reimpose the duty of \$7 a barrel on American flour, which has now been reduced to \$1, as Spain is now shut out from the Cuban market altogether, and America is furnishing all the flour. We want this state of affairs continued, and respectfully urge that whatever tariff bill may be passed this feature may not be overlooked.

The price of patent flour February 1, 1890, was \$4.40; 1891, \$4.90; 1893, \$4.20; 1894, \$3.40.

There is increased competition in the manufacture of flour annually, both in this country and in Europe.

The only protection the milling industry desires is as stated above.

We are producing as much flour as in 1892, but at much less profit.

The tendency of wages the last year has been downward, although we have not yet made any cut.

The only suggestion we have to make is, that whatever tariff bill may be passed should have a clause in it whereby duties on imports from any country may be doubled or trebled where it is found that those countries discriminate against American flour. The millers of this country contend that foreign duties on American flour should be the same as on American wheat, thus giving the milling industry of this country, which represents many million dollars, a fair chance. We respectfully request that no tariff bill be passed whereby foreigners can take advantage of the fact that no penalty is attached to raising the duties on American flour.

No. 4536.

Reply of the Northwestern Elevator and Mill Company, of Toledo, Ohio, manufacturers of flour.

[Established in 1886. Capital invested, \$350,000.]

Our production since 1886 has varied from 225,000 to 260,000 barrels per year.

Our production in 1893 was 5 per cent larger than in 1892, and in 1892 about the same as in 1891. We have substantially run full time the for past three years, and in fact, for past eight years.

We consider that we need no protection on our manufactured products to enable us to do business at a profit, although, so far as Canada is concerned, we believe free admission of flour from Canada to the United States would be detrimental to our industry, unless there would be a free admission of our products into Canada at the same time.

Competition has increased and profits have decreased. Natural causes, together with the tariff legislation of 1890, which stimulated an artificial boom in this country, encouraged mill-building, which continued till the financial stringency spread over the country last year. With increased mill-building there was more competition in flour selling.

In general we would prefer a specific to an ad valorem duty. Reasons: We believe any tariff is an hindrance to international trade; we believe trade can be carried on much more easily under a specific method than under an ad valorem, especially in any article which fluctuates rapidly in value like that of wheat and flour.

We are manufacturing more goods than in 1892, although our trade is shifting. Competition has made it desirable for us to drop some domestic trade and seek foreign trade. Five years ago we had almost no foreign trade; at present about one-third of our product is for direct export.

Tendency of wages has been downward, although we have not reduced wages any.

Present depression is due to a number of causes, both foreign and domestic. (a) Foreign: The nations are constantly coming closer together and we are affected more and more by their blunders as well as by our own. Latterly the Argentine collapse, the Australian panic, and the heavy drain upon continental Europe on account of their immense standing armies. (b) Domestic: We are suffering on account of a natural reaction from a period of prosperity, due to the simultaneous accession into the Union of four new States a few years ago. 2. To a reaction which followed the artificial stimulus which was given to business by the enactment of the so-called Sherman silver law. 3. To a reaction which followed the artificial stimulus given to business by the enactment of the tariff law of 1890. 4. To the uncertainty existing pending the present tariff revision.

We believe the old adage of the goose that laid the golden egg is applicable in our Government's legislation. There is danger of her being killed, not only by our own Government but by the governments of continental Europe as well. The business community the world over desires a rest from overlegislation and silly and unnecessary legislation.

Wheat is our raw material.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

In some respects immigration has had a good effect, in some bad. We believe the subject is too large to talk about here.

Half our labor is skilled.

Reduction of duty on goods must be met by going right on about our business and let the results take care of themselves.

Our skilled labor is employed twelve hours per day; unskilled, ten hours.

Goods of like kind enter into competition only in our trade with foreign countries.

We export about one-third of our goods. Profits are about the same except in special instances.

Cost of manufacture has decreased since 1883.

The decrease has been in raw material.

Selling prices have decreased since 1890.

There would be no necessity for duty with free raw material except in cases of a country like that of Canada. The import duty from Canada into the United States should be identical with the import duty from the United States into Canada. We think very good reasons can be developed for such a position. Space too limited here for enlarging upon this point.

Wholesale prices have decreased, because improved machinery has reduced the cost of wheat cultivation. So far as this goes we believe the decrease has been permanent. There is also at the present time, temporarily we believe, an abnormally low price ruling in wheat. We believe this present low price of wheat is nothing more than a natural reaction from a colossal speculation in wheat, indulged in, not only by professional speculators and capitalists in Paris, London, and the United States, but by farmers the world over during the Russian famine year. This speculation gave a tremendous impetus to wheat cultivation the world over. The resulting reaction has been intensified by collapses and panics in the Argentine Republic, Australia, and the United States.

We pay our men from \$1.25 to \$3 per day.

The inevitable trend is toward free trade. The sooner the United States gets down to that, and tariff for revenue only, the better off will her people be.

No. 4537.

Reply of De Long & Seaman, of Boston, Mass., exporters of flour, etc.

[Established in 1855. Capital invested, \$250,000.]

We export about \$1,000,000 in value of merchandise yearly; import \$250,000 in value of merchandise yearly. We export nearly all kinds of manufactured goods. When our manufacturers have the raw material as low as the manufacturers of the world, we have no trouble in selling our goods in competition with the foreign manufactures. Of about one-quarter of the goods we export the material is protected by heavy duties.

We prefer specific duties, as the same goods coming from different ports in the same country are not of the same value in each port, owing to the distance, cost of shipping, freight, insurance, and other expenses; consequently we have the revenue officers disputing our invoices if they pay an ad valorem duty. With a specific duty, we have no trouble with the revenue officers.

We think the cause of the depression in business was the large purchase of silver by the Treasury and probably coinage of same; speculation, and overproduction of most all kinds of goods. We are large dealers in flour, and there has been a steady decline in flour for two years. Cause, too much wheat raised and too many flour mills. All have been doing business at a loss.

For the past twenty-five years we have been able to buy a part of our merchandise at a less price for export than we could for home trade.

Our banks generally charge us from 5 to 6 per cent interest.

We think the rate of duties on salt fish in the Wilson bill is too high, viz, three-fourths of a cent per pound. It should not be over one-half

of a cent per pound. One-half cent per pound was the rate for thirty years on codfish, hake, haddock, and pollock before the tariff of 1890 went into effect; that makes an average rate of duty on above fish of over 20 per cent. The catch of mackerel the past six or eight years has been very small and the price very high. As fish is the poor man's food, one-half cent per pound is enough.

In regard to the administrative law, as it stands to-day, exacts a fee for weighing and gauging of goods imported and placed in bonded warehouse for export. When exported in bond, nearly all goods have weights and gauges marked on the packages, so they are not weighed or gauged, but are exported by the marked weights on package. We understand that charge will be repealed by the Wilson bill as it passed the House. Our Mr. De Long saw Assistant Secretary Hamlin in regard to the weighing fees, and we hope you will approve of the bill as it now stands. We see by the newspapers Louis Windmuller & Roleker, of New York, have written you in regard to the worthlessness of the consular certified invoices. It is not only worthless, as we know it to be in our business experience, but it is a great outrage on humanity, as many of the parties shipping goods to us have to detain the vessel after she is loaded and then travel from 10 to 100 miles to find an American consul, or consular agent, to swear to something before him. He (the consul) knows nothing about it; or they may send the invoice by mail to some person who lives where the consul resides and have him swear to it, and neither consul nor agent knows anything about the goods or value.

Many of our shippers have been made sick in traveling in all kinds of inclement weather, and all the benefit that any one receives for all this expense, trouble, and risk of life, the U. S. consul receives \$2.50 blood money. If the U. S. Government wants consuls stationed in foreign countries the Government should pay its own bills and not ask merchants to pay them. If the Government wants the invoices sworn to, the collector of the port where the goods are shipped is just as good as a consul 100 miles away. We ship goods to St. Pierre, Miquelon, Newfoundland, Canada, England, France, the British and French West India Islands, and have never sent a consul-certified invoice. We send invoice in duplicate to consignee. He gives one to his customhouse and retains one for himself. Spain and her colonies are the only countries that require consul-certified invoices that we have shipped goods to. It seems to us we ought to follow a more progressive country than Spain in our commercial business.

No. 4538.

Reply of F. W. Stock, of Hillsdale, Mich., manufacturer of flour.

[Established in 1840 to 1870. Capital invested, \$200,000.]

Present value of manufactured flour per year is \$1,000,000, of which one-half is exported. I have only exported flour in a small way until past two years, confining myself most entirely to home trade.

I have run full time right along.

Our product manufactured is heavily taxed in Germany and France, they favoring the importation of wheat, to our detriment. We need no duty.

Prices of wheat are widely fluctuating.

Foreigners are increasing competition against us both in flour and grain.

I am manufacturing more goods than in 1892.

Wages are lower.

Tariff does not interfere with me.

No. 4539.

Reply of Del Monte Milling Company, of San Francisco, Cal., manufacturers of flour, etc.

[Established in 1883. Capital invested, \$200,000.]

Yearly value of production has ranged from \$240,000 in 1883 to \$590,000 in 1893, progressing at about an even ratio.

For the last eight months we have run less than full time on account of the great depression of business along the coast to where our goods are principally shipped.

No duty on our goods would make any difference in our business, as we can raise wheat as cheap here as anywhere, and no foreign product in our line can compete with us.

The prices of our goods fluctuate very materially during the year and sometimes in the same week. The prices are lower now, however, than ever known before in the history of the country.

There is a slight increase in competition in the last four years; not in foreign importation.

We are not manufacturing as much as in 1892 on account of depression in the various kinds of business leading to a smaller consumption of our product.

Wages have had a downward tendency the past twelve months.

Importations cut no figure in our line of manufacture.

Cost of living has decreased 10 per cent in four years.

Lack of sufficient money to meet the demands of trade has caused present depression. One principal remedy would be free coinage of silver on the ratio of 16 to 1.

All component materials of our manufacture are raw materials.

Our goods are necessities.

We pay the rate of from 6 to 8 per cent on loans.

The effect of immigration is stimulating to our business.

Our labor is 20 per cent skilled.

We do not anticipate any duty or reduction thereof.

We employ 54 men, 3 women; paying from \$3 to \$6 a day for skilled labor; \$2 per day for ordinary.

Our hours of labor are sixty per week.

We have no competition with foreign goods of like kind.

We export about 20 per cent of our goods, realizing same price as from domestic consumption.

There has been no material change in the cost of manufacture since 1883.

There has been a very slight decrease in labor since that date.

Selling prices since 1890 have decreased 15 per cent.

About one-tenth of our materials are agricultural products.

Prices vary materially, but the decrease since 1892 has been fully 10 per cent.

We recommend a decidedly protective tariff.

No. 4540.

Reply of Figouri Milling Company, of Figouri, Ind., manufacturers of flour.

[Established in 1887. Capital invested, \$200,000.]

Our capacity each year has been 1,000 barrels per day.

We have been running less than full time since January 1, 1894, because there has been no demand.

The domestic wholesale prices vary from \$6 to \$3 per barrel.

There has been no increased competition in our line of business in the past four years.

We desire a specific duty; it is more practical.

We are manufacturing as many goods as in 1892.

The tendency of wages during the past twelve months has been lower.

The cost of living for a family of skilled workmen is \$500 per year.

We have no difficulty in construing the existing law.

There has been no change in the cost of living during the past four years.

Cause of present depression, lack of stable basis for operations. Make one quick.

Our raw material is wheat.

Our goods are necessities.

We pay no interest; we do not borrow.

Immigration has no effect on our business.

We employ two-thirds skilled labor.

We employ 30 people. They average \$2 per day.

We are employed twelve hours per day.

We have no foreign competition.

We export four-fifths of our manufacture. We do not realize a less price therefrom than from domestic consumption..

There has been no change in the cost of manufacture since 1883.

Our selling price has decreased since 1883.

Four-fifths of our productions are agricultural.

If our raw materials were free there would be no necessity for a customs duty on our manufactured products.

Our wholesale prices have varied each year with the price of wheat.

We recommend the opening, if possible, of the markets of France.

No. 4541.

Reply of J. D. Bowersock, of Lawrence, Kans., manufacturer of flour.

[Established in 1875. Capital invested, \$200,000.]

Our capacity is 500 barrels wheat flour daily. We have averaged about half time during past two years. Short time is attributed to low prices, caused by overproduction.

Domestic wholesale price of flour per barrel, 1884, standard family grade, \$5; 1890, \$4.50; 1892, \$3.80; at this date, \$2.40.

Competition has been increased during the past four years.

We are not producing as much flour as in 1892. There were too many mills in 1892, and there are more now.

Tendency of wages is downward. In our line there has been little, if any, change.

Cost of living, per year, skilled workman: Rent, \$120; cow, \$40; clothing, \$150; fuel and light, \$35; food, \$275; sundries, \$80; total, \$700.

Price of living in this locality has decreased during the past four years about 20 per cent.

In my opinion the present depression is caused by overtrading, overproduction, and extravagant living expenses. Remedy must largely come from reduced expenses, including living and labor, reduction of capital, ceasing to erect new plants; must stop hothouse methods and await increased consumption.

Our raw material is home-grown wheat.

Our product is a necessity.

Rate of interest on loans, 6 to 8 per cent.

Proportion of skilled labor employed, 20 per cent; men employed, 20.

We pay ordinary labor \$400 per annum; skilled labor, \$900. They are employed sixty hours per week.

Product exported realizes about same price as that shipped to adjoining States.

The cost of manufacture remains about the same as in 1883.

The selling price has decreased since 1890.

Agricultural production consumed, \$150,000 per annum; other domestic productions, \$15,000 per annum.

Jute bagging should be admitted free of duty.

No. 4542.

Reply of Nelson Story & Co., of Bozeman, Mont., manufacturers of flour.

[Established in 1882. Capital invested, \$250,000.]

Capacity daily from 1882 to 1890 was 150 barrels; 1890 to 1893, 200 barrels; 1893, 300 barrels.

We have run steadily until the last year. Having increased our capacity is one reason for not running as steadily as usual, but the principal one is the closing down of our silver mines and mills and the consequent throwing out of employment thousands of miners. With the severe winters in this latitude, this has resulted in 20 per cent of our population leaving the State.

There has been some domestic competition the last year, but it has only displaced what was previously foreign competition.

The tendency of wages is downward.

No. 4543.

Reply of Everett, Aughenbaugh & Co., of Waseca and New Richland, Minn., manufacturers of flour.

[Established in 1879. Capital invested, \$150,000.]

The value of our production has ranged from \$25,000, in 1879, to \$450,000, in 1894.

We have been running less than full time from December 1, 1893, up to the present time. Principal reason is the extremely low prices of wheat and sharp competition by the American mills in American markets, and mills of all countries in the English markets. What the American millers need more than any other one thing is an opportunity to sell American flour on an equal footing with American wheat in France, Germany, and other countries, which are now levying a higher proportion of duty on flour than upon wheat.

There has been an increased competition since 1890.

We desire no duty.

We are producing as much as in 1892.

Our employés are all receiving the same wages as they did in 1892, though there are more people throughout this section without work than is usually the case.

Wheat is our raw material.

Our goods are necessities.

We pay 7 and 8 per cent on loans.

Immigration has no effect on our business.

About one-third of our labor is skilled. We employ no children, 2 ladies, and about 50 men. Wages from \$400 to \$2,000 per year.

From sixty to seventy-two hours per week are our hours of labor.

In American markets no foreign articles enter into competition.

Twenty-five per cent of our goods are exported, from which we realize a less price.

The cost of manufacture has decreased slightly since 1883.

The decrease has resulted from using improved machinery and saving in power.

We would call your attention to the amendment which the Hon. John Lind is presenting to your committee for consideration, which, if passed, we believe would result in the opening of the markets of France and Germany to the American millers, without any detriment whatever to the American farmers and wheat-raisers or any other class of American citizens, and which would enable the American mills to grind more of the American wheat and employ more American labor.

No. 4544.

Reply of ———, of Oregon, manufacturer of flour.

[Name and location withheld by request.]

[Established in 1872. Capital invested, \$150,000.]

No duty is needed. This valley exports large quantities of flour and grain to Great Britain and China.

Domestic competition has largely increased.

We are producing no goods, because of change to roller process and a milling combination getting practical control of the export trade and largely of home market.

Wages have been going steadily down, many men being unable to obtain work at any price.

The cost of living of families of skilled workmen: Rent, per month, \$10; groceries for 5 persons, \$15; clothing, \$10; fuel, \$6; medicine, etc., \$3; meat, \$5; milk and butter and eggs, \$7.50; papers and books, \$2; amusements, etc., \$3; insurance and charity and benevolence, \$5; total, \$66.50; wages, \$75; saving, \$8.50 per month.

Cost of living has decreased about 20 per cent in four years.

Cause of present depression is collapse of extensive credit business and consequent forcing of collections, bringing appreciation of money and *vice versa*; depreciation of property. My idea as to the remedy is to relieve the pressure for money in the West by the passage of such laws as will set money in circulation again. This can be done by the Government acting as intermediary between the Eastern money lender and the Western borrower. Repealing the tax on State bank circulation, but holding the supervision of the basis for such circulation in the hands of the General Government, would do this quickly, and if the basis of such circulation were made (approved) State, county, city, and school bonds, it would be safe and sound, and the tendency would be to reduce rates of interest on such bonds. I believe that with complete civil service reform Government banking would be the safest and best plan by which the industries of the country could be revived.

I employ only skilled labor regularly, unskilled temporarily.

I employ 2 men aside from myself, at \$75 per month each; unskilled labor at \$2 per day, as the work is wet and disagreeable. In other lines unskilled labor regularly employed averages less than \$1.20 per day. Recommend gradual reduction of the tariff till the revenue basis is reached without shock. This valley needs protection for a few years on prunes, lumber, and wool that infant industries may not suffer.

 No. 4545.
Reply of Blish Milling Company, of Seymour, Ind., manufacturers of flour.

[Established in 1886. Capital invested, \$150,000.]

Our capacity to manufacture is now about 1,000,000 bushels of wheat per annum, all of which raw material we obtain within a radius of 100 miles from Seymour.

Owing to the excessively big crops of wheat the past two years, which have at times caused a glut in the general grain markets, we have experienced periods of great stagnation in our business, but so far have been fortunate enough to keep mill in fairly active operation.

Our business, as you know, is one that is not directly affected by tariff duties levied by our own Government, so that the questions which follow are hardly applicable to the flour milling industry, but that we are indirectly affected to our disadvantage by the course this Government may pursue in the levying of such tariff duties we do believe, and in support of such opinion beg leave to submit the following:

Excepting Russia, all the countries of Europe fail to produce sufficient wheat annually for the use of their respective populations, and are therefore large importers of such grain from this and other surplus-producing regions. With a few minor exceptions, all the countries referred to—notably France and Germany, the largest consumers—admit our wheat at a greater or less rate of duty, according as their own crops are bountiful or otherwise, but invariably exact a duty rate on flour (the manufactured product) of double that required on the raw material. This, as is no doubt intended, practically amounts to the complete prohibition of American-made flour from the markets of such nations as pursue a course of this kind.

It is against such practices that we complain; and in the light of such apparent disadvantage as the milling interest of the United States is thus forced to work under, we earnestly appeal to your committee to carefully consider any plan that may suggest itself in your deliberations over the revision of our own tariff system, whereby the unjust discriminations of other countries against the products of American flour mills may be removed.

No. 4546.

Reply of Mansur Milling Company, of Treichlers, Pa., manufacturers of flour.

[Established in 1879. Capital invested, \$125,000.]

The value of our production was \$250,000 per annum until a year ago; then the Laury's mill was added, and it is now about \$300,000 per annum. Flour and feed are our products; also some whole grain is sold.

We have been running less than full time, owing to demand and repairing and remodeling.

In our line we have no duties.

No reduction in cost of production would be necessary if the rate of duty were reduced one-third.

Grain now is quite low, only about half price, especially wheat.

There has been an increase in competition.

Wages have decreased during the past twelve months.

The cost of living for a family of skilled workmen is about \$600, perhaps \$700.

We have no difficulty in construing the present law.

The cost of living is about the same.

The cause of the present depression is overproduction and want of confidence in the administration. Seems the Democrats had lost their power of ruling; divided amongst themselves, may be one object, and the apparent tendency of the Southern brigadiers' desire to punish the Northern people in every point of advantage that the Northern Democrats relinquish to them.

Our goods are necessities, morally and religiously so.

We pay 5 and 6 per cent on loans.

About one-third of my labor is skilled.

We employ about 25 men, at \$25 to \$100 per month; they work six days per week, twelve hours each day.

We do not directly export.

The cost of living is about the same.

Selling prices have decreased.

We consume in our manufacturing all agricultural production.

Our wholesale prices have decreased one-half since 1892.

No. 4547.

Reply of Ligonier Milling Company, of Ligonier, Ind., manufacturers of flour.

[Established in 1887. Capital invested, \$100,000.]

We produce 125,000 barrels of flour annually.

We ran full time last year and a little over half time since January 1, 1894.

Duty would not affect us.

There has been a gradual decline in domestic prices since 1890, when we had a bumper crop of wheat.

We consider specific the more practical duty.

We are not producing as many goods as in 1892; demand less on account of dullness everywhere.

Wages are lower than last year.

Cost of living has been about the same as during last three years, with the exception of cheaper bread.

We wish to add that we should very much regret to see a duty on sugar, as under our present law we have a market for nearly all our product in Cuba, which market we could not enter until the duty on sugar was removed, and we anticipate the loss of that entire trade if duty is imposed. Don't do it.

We want to call your attention to the increase of the import duty on wheat and flour by France. It seems to us if we lower the duty on French goods coming into this country, they should lower theirs. As we see it, the imports from France are for the use of the rich mostly, and by throwing away this revenue we are not benefiting the poor man; and having observed what seems to be our policy, they are quick to take advantage of it and put a prohibitory duty on our cereals.

Our goods suit the French, and with a low import duty in France we should be able to do a large business with them, and the problem, "What shall we do with our surplus," would be solved. We think any effort on the part of the Government to open up this market to the millers and farmers of the United States of America would be a blessing that would redound to all our people.

No. 4548.

Reply of North Dakota Milling Company, of Grand Forks, N. Dak., manufacturers of flour.

[Established in 1890. Capital invested, \$100,000.]

We produce annually 210,000 barrels; approximate value, 630,000.

We have run full time until the present year.

All that we can ask is that such measures shall be taken as will preclude the possibility of foreign countries discriminating against flour and in favor of wheat, as they now do.

Domestic wholesale prices are as follows: F. o. b., New York City, 1890, \$6; 1891, \$6; 1892, \$5; 1893, \$4.50; 1894, \$3.85. These are average prices.

There has been an increase in both domestic and foreign line. Our interests demand a free exchange of commodities, but without a discriminating duty by the foreign countries who are importers in favor of the raw against the manufactured article.

We are not manufacturing as much as in 1892, because of general depression of all manufactures throughout the East, coupled with discriminations as above.

No. 4549.

Reply of Walnut Creek Milling Company, of Great Bend, Kans., manufacturers of flour.

[Established in 1876. Capital invested, \$100,000.]

We have lost about one-fourth time in the last two years owing to lack of market for flour.

The balance of these questions do not apply to our business, but we wish to call attention to the fact that our markets are very much hampered by the discriminating duties between wheat and flour levied by France, Germany, Mexico, and others, and we believe our interests would be materially advanced by a retaliatory clause affecting articles imported from said nations—said clause to be void whenever they are ready to admit flour at same rate of duty as wheat.

We earnestly ask your consideration of this feature, which seriously affects one of the most important industries of this country.

No. 4550.

Reply of Miles & Son, of Frankfort, Ky., manufacturers of flour.

[Established in 1873. Capital invested, \$100,000.]

Our capacity is 500 barrels of flour per diem.

We often run less than full time. One reason is that the railroad companies south of the Ohio River are constantly violating the spirit of the interstate commerce law and allowing our competitors at large centers to enjoy rates and privileges which are denied to us. Another

reason is that the capacity of the mills in America has grown larger than our market. The millers are trying to enlarge the markets for American flour and find that the tariffs of some European countries discriminate against American flour, notably France and Germany, and we learn Denmark is discussing a measure to shut us out. We do not ask for a tax to be placed on the American people to protect us, but we find that we are compelled to call upon Congress to help us to meet the foreign miller who grinds American wheat upon equal footing. We desire that Congress shall adopt such retaliatory measures as will result in forcing European countries to allow our flour to enter upon same terms as our wheat. It is useless to expect them to voluntarily adopt this policy, as in each of these countries there is a formidable organization of millers who to a very large extent influence legislation. We have mills enough in this country to grind the wheat raised here. If by a retaliatory measure our mills are enabled to send it all out in shape of flour, it would certainly enrich the country very materially.

No. 4551.

Reply of Golden Eagle Milling Company, of Petaluma, Cal., manufacturers of flour.

[Established in 1885. Capital invested, \$80,000.]

In the last six months have been closed down altogether nights, and about half time days.

We have had increased competition on account of new flour mills that have been erected.

We are manufacturing as many goods as in 1892.

The tendency has been toward a reduction in wages, but we have maintained old standard.

Price of living has not changed during the past four years.

Cause of the present depression is "tariff tinkering" and the unsettled state of business on account of unsatisfactory administration and doubt as to possible acts of Congress.

Our remedy to correct hard times is to adopt a policy of internal public improvements, then the money will go into the hands of the workingman.

Our raw material is wheat.

Our goods are necessities.

We pay the rate of 6 and 7 per cent on loans.

Immigration has no effect on our business.

Fifty per cent of our labor is skilled.

We employ 15 men who average about \$2.50 per day year around. We work ten hours per day, six days per week.

Cost of manufacturing has decreased slightly as regards price of fuel since 1883.

The decrease has been in fuel only; labor is the same.

Selling prices are always subject to market fluctuation.

Our entire output is from wheat raised in the State.

We recognize that our business is not affected directly by tariff laws, but possibly above information may be useful.

No. 4552.

Reply of Thompson Milling Company, of Lockport, N. Y., manufacturers of flour.

[Established in 1890. Capital invested \$80,000.]

We are engaged in manufacturing flour and our market is largely in New England, and of course we have felt the depression consequent upon the stoppage of so many manufacturing interests there—and it has been difficult to realize satisfactory prices for our product—but that is affected (that is, the price) by other conditions than the closing of the factories, but it is probably conceded that the condition of the laboring classes in New England has affected trade very much and trade has been restricted. We are not wise enough to give any advice, only we could wish that the present tariff could be let alone, or a commission from both parties appointed to make a tariff that would stand for twenty-five years, and not be changed. We are a wonderful people and can adapt ourselves to most any tariff, if it can be let alone, or stand long enough without change to give it a fair trial. We do no exporting or importing, hence will not try to answer your questions in detail.

We manufacture wheat flour.

Value since organization, \$1,500,000 to \$2,000,000.

Our wages remain about the same.

We employ about 20 men.

Our product is a necessity.

Selling prices have decreased since we started.

We recommend no change.

No. 4553.

Reply of Blackmore & Co., of Vincennes, Ind., manufacturers of flour.

[Established in 1862. Capital invested, \$75,000.]

We manufacture 75,000 to 120,000 barrels of flour and 15,000,000 pounds of feed annually.

Last two years we averaged one-half time, because the business is over done.

We think if the tariff was revised so as to let more foreign goods into our markets they would take more wheat and corn, for ships returning must have ballast.

Flour in 1884 was worth \$5 to \$6 per barrel; in 1890 and 1892, \$4 to \$5 per barrel; in 1893 to 1894, \$3 to \$3.50 per barrel.

Competition has increased quite a good deal, capital has centralized, and foreign capitalists have formed syndicates and built larger mills; the quantity they make enables them to manufacture cheaper.

Wages have been reduced; \$8 per week, rent included.

The income tax will greatly aid if the money raised is applied to road construction, etc.

Machinery has supplanted man, in consequence we are over productive.

Men employed average \$1.45 per day, ten hours per day.

Decrease in cost of manufacture occasioned by cut in wages.

No. 4554.

Reply of L. Christian & Co., of Minneapolis, Minn, manufacturers of flour.

[Established in 1887. Capital invested, \$75,000.]

We manufacture flour and offal; value, about \$600,000 per annum.

We have run full time, except for repairs, during past two years.

Wholesale prices: 1884, about \$7.50; 1890, \$6.50; 1892, \$4.50; February, 1894, \$4—for best grades of patent flour in the New England cities.

Material competition, at home and abroad, owing to increased number mills, during past four years.

There has been no change in wages to amount to anything; downward when there is a change.

Price of living has decreased 10 to 15 per cent during past four years.

In our opinion, the present depression in trade is partly owing to silver inflation and increased protection, stimulating all classes to live beyond their means, and when confidence (commercial) is lost, speculators and investors of every nature find few buyers at greatly reduced values, making all classes feel the pinch, and their buying capacity greatly reduced; consequently labor finds but little employment. Stopping the purchase of silver brings us back to a gold basis, and values shrink to correspond. In the final outcome a sounder and safer basis will be the result.

We pay 6 to 8 per cent on loans.

Sixty per cent of our labor is skilled labor.

We employ about 30 men; skilled, \$3 to \$3.75 per day; unskilled, \$1.25 to \$1.75. They work twelve hours per day.

About 40 per cent of our manufacture is exported, 5 to 10 per cent less price.

Cost of manufacture has decreased about 10 cents per barrel since 1883; decrease in both material and labor.

No. 4555.

Reply of Del Norte Flouring Mill and Power Company, of Del Norte, Colo., manufacturers of flour.

[Established in 1891. Capital invested, \$75,000.]

Amount of production is 1,500,000 pounds of flour. In 1892 it was worth \$300,000.

In 1893 we only ran half time.

The tendency of wages has been downward.

The price of living for our skilled workmen has decreased.

Cause of present depression is the demonetization of silver. Make 16 ounces of silver worth 1 ounce of gold, and make both legal tenders for all debts, both public and private.

Wheat is our raw material.

Our goods are necessities.

We formerly paid 10 per cent on loans. Now we can't borrow at any rate.

Make everything free or protect silver.

No. 4556.

Reply of Meek, Firger & Co., of Marissa, Ill., manufacturers of flour.

[Established in 1881. Capital invested, \$70,000.]

We had started the mill to make 125 barrels per day and are now making about 300 barrels per day; have run most of the time night and day.

The competition is increased some at present, as exporters are not exporting quite so much at present and seek the domestic market. The wages have not changed any in our line of business since we have started the mill. The probable cost of living is about \$400 to \$500 per year, and I think it has decreased some the last year or two.

The writer thinks that prompt action on the part of the Senate in regard to the passing of the tariff bill would be the most beneficial for the manufacturing business.

Of course our goods of manufacture are necessities of life.

We think that the immigration has caused new territory to be opened up and has increased the production of wheat, which has had the effect to cheapen the article.

We employ an engineer and 2 firemen, also 2 millers, which is about all that we could call skilled workmen.

Don't think that reduction on our goods would have any effect at all.

We employ 20 to 22 men, paying from \$1.25 to \$2.50 per day; some of them are employed sixty hours and some seventy-two hours per week.

There is none of our flour exported, although there are mills in our neighborhood that do almost an exclusive export business.

The cost of manufacture is about the same as it was in 1883, while the selling price is considerably lower now.

All of the wheat raised about here is consumed in the manufacture of flour.

No. 4557.

Reply of Colby Milling Company, of Dowagiac, Mich., manufacturers of flour.

[Established in 1857. Capital invested, \$60,000.]

The value of our production is as follows: Flour, \$250,000; mill feed, \$40,000.

We ran almost full time for past five years. Only a week off every few month for repairs till last two months, since which time have found it little hard to place full output on account of continued decline in wheat; buyers are fearful of further loss.

In our business we fear no outside competition, and so care for no duty.

If rate of duty be reduced one-third, no reduction in cost of production will be necessary.

Flour cost per barrel, wholesale, 1884, \$5; 1888, \$3.60; 1892, \$2.50.

There has been a great increase in competition in the Northwest. Cause: Prospective profits in the business. Result: disappointment.

Do not care which duty we have.

There is no change in our mill here in wages. General reduction in other business here.

Our men save very little. Good operatives get \$600 to \$700 per year, but spend it all. Can not give estimate of different expenditures.

The cost of living increased 10 per cent during the past four years.

There is no depression, as a rule, in our trade, as flour is the cheapest food in the world, and when people are "hard up" cheap things go best.

Change of administration is the chief cause of depression in different trades.

Our raw material is wheat and, in a small way, cooperage, as we make our own barrels.

Our goods are necessities.

We pay 7 per cent on loans.

Immigration has no effect on our business.

Fifty per cent of our labor is skilled.

If duty be reduced one-third we anticipate no trouble from such change in our line.

We pay workmen as follows: One, \$800 per year; 3, \$600; 8 to 10, \$500; 5 to 8, \$425.

Our hours of labor are six days per week, ten hours per day.

No foreign articles enter into competition with our goods.

We do not export as we find the domestic market better than we can do out side.

We think there is a slight decline in cost of manufacturing since 1883.

There has been a drop in the cost of wheat of nearly 100 per cent since 1883. There has been a little drop in wages.

Selling prices have decreased decidedly since 1890.

Agriculture produces 90 per cent of our output, and the lumbering interest 10 per cent, all of which goes into cooperage.

If raw material were free we think there would be no need of customs duty.

We have been well pleased with past arrangement of duties. The present tariff suits us well, and we think the condition of the country up to the coming in of the present administration is sufficient showing for this.

We have answered the questions with thought of our own business uppermost. Of course, indirectly, duties on other products would have some bearing on the questions answered, but we have not taken that into consideration.

No. 4558.

Reply of Walsh-De Roo Milling Company, of Holland, Mich., manufacturers of flour.

[Established in 1882. Capital invested, \$66,100.]

For 1893 we manufactured as follows:

	Quantity.	Value.
Flour.....barrels.....	44, 299	\$139, 498. 06
Mill feed.....pounds.....	3, 384, 201	23, 951. 92
Wheat.....do.....	40, 636	462. 08
Corn and oats, feed and meal.....do.....	3, 085, 848	29, 462. 27
Rye.....do.....	1, 841, 002	19, 211. 81
Barley.....do.....	9, 336	109. 60
Buckwheat.....do.....	153, 970	2, 697. 40
Merchandise, sundries.....do.....		3, 743. 44
Total.....		219, 127. 58

This was about 10 per cent less than the preceding year, but the average for the last eleven years would be considerably less.

Merchant mills understand full time to be twenty-four hours per day. During the past two years we have run full time about two-thirds of the time, and daytimes only for the balance of the time.

We do not want any protective duty.

Competition has been increased, and is entirely domestic.

Production for 1893 about 10 per cent less than 1892.

We have not reduced wages.

Average cost of living for workman, \$500 per annum. Rents slightly increased. All other expenses decreased, so that, at rates of wages current in 1892 and 1893, a day's work would secure more of the necessities and luxuries of life than at any previous time in the history of our country.

Grain is our raw material, and we buy cooperage and sacks for packing our product.

Our goods are necessities.

We pay 7 per cent on loans.

Immigration has no effect on our business.

One-half of our labor is skilled.

We employ 28 men; no women and children. Wages for skilled labor, \$1.75 to \$4 per day. For ordinary labor \$1.25 to 1.33½ per day. They work sixty to sixty-six hours per week.

No foreign articles of like kind enter into competition.

Four to 5 per cent of our goods are exported and we realize the same price on that as on domestic consumption.

The cost of manufacture has decreased materially.

Labor per diem has not been decreased, but greater results are obtained with the same amount of machinery and labor.

Our selling prices decreased.

Our business depends entirely upon agricultural production.

The jute and cotton sacks that we use are subject to duty, and cooperage also is.

If raw material were free we would need no customs duty.

Our wholesale prices have decreased since 1892.

The writer is a Republican, but favors a general scaling down of duties, and for the building up of the milling industry would plead for retaliatory customs legislation against such countries as place a heavier import duty on flour than they do on wheat. Our industry requires no nursing or protective duties, but asks only for legislative aid that will enable it to export flour into foreign countries on the same basis on which these countries receive the grain—our raw material.

No. 4559.

Reply of T. B. Hawkes & Co., of Royalton, Minn., manufacturers of flour.

[Established in 1885. Capital invested, \$65,000.]

For the milling year ending August 1, 1891, we produced 30,198 barrels flour; 1892, 33,649 barrels; 1893, 31,802 barrels. Value of flour: Year 1890-'91, \$129,992.07; 1891-'92, \$112,805.32; 1892-'93, \$89,758.76. Milling year of 1890-'91, 1,040 tons offal, value \$10,200; 1891-'92, 1,226 tons, value \$10,138; 1892-'93, 1,350 tons, value \$11,189.

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We have not run more than one-half time during past year as we have had no market.

Both domestic and foreign competition have increased.

Our wages have been unchanged.

Assistant miller earns \$2.25 per day; cost of living is about \$1.25 a day. Flour packer, \$1.50 a day; owns his house and lives within his income. Wheat buyer, \$16.20 per week; we think spends it all for living; wife, boy (aged 10), and servant.

Price of living has decreased in past four years.

Cause of depression is unrest, lack of confidence in present Congress. Let well enough alone. The people want the tariff to remain practically unchanged.

Our raw material is wheat.

Our goods are necessities.

We pay 7, 8, and 10 per cent on loans.

Immigration has increased the demand for our products.

About 50 per cent of our labor is skilled.

We employ 10 men; skilled labor, \$112.50, \$100, \$65, and \$60 per month; \$1.50 per day for unskilled labor. They work sixty-six hours as we are now running.

We do not export.

Cost of manufacture has decreased about 15 per cent in the past four years because of improved machinery and advances in the art of milling.

There has been a decrease in selling prices.

Concerning consumption by us, directly or indirectly, of products of agriculture, about one-half is represented in wheat.

No. 4560.

Reply of Stread Flouring Mills Company, of Flint, Mich., manufacturers of flour.

[Established in 1848. Capital invested, \$60,000.]

We produce 60,000 barrels of flour annually.

For the past two years we have not averaged much over half time. The reason why flouring mills are not able to run over half time is because most importing countries levy a duty of double the amount on flour that they do on grain, thus protecting their home manufacture at our expense.

Competition is constantly increasing, both foreign and domestic.

There has been no change in wages; they are low enough.

No. 4561.

Reply of J. C. Hoffmayr & Co., of Council Bluffs, Iowa, manufacturers of flour.

[Established in 1856. Capital invested, \$60,000.]

We average per year 20,000 barrels flour; value (average), \$90,000; 1,600,000 pounds ofal, value (average) \$8,500. Production for thirty-seven years amount to \$3,644,500.

We have run less time during the past two years to prevent over-production.

No protective duty is required, as we can manufacture at lower price than the foreign flour could be sold.

If the rate of duty were reduced one-third, no reduction in cost of production would be necessary.

Wholesale prices in 1884, \$5.80 per barrel; 1890, \$5.70 per barrel; 1892, \$4.80; 1894, \$3.50.

Domestic competition has increased during past four years.

About the same amount of goods is manufactured now as in 1892.

We have not changed wages for many years.

Cost of living of family of skilled workman: Rent, \$150 per year; living and clothing, \$600; in all, \$750 per year. Price of living decreased probably \$100 per year.

We have no difficulty in construing the law in regard to importations.

Cause of present depression in trade is want of confidence. Brace up. Quit making laws for the purpose of making certain classes wealthy and happy.

Wheat is our raw material.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has very little effect lately on our business.

Our force is 30 per cent skilled labor.

To meet any reduction of duty on goods must compete and economize.

We employ from 9 to 12 men. Skilled labor, \$840 to \$1,200 per year; ordinary labor, \$432 to \$600 per year. They work seventy-two hours and sixty hours per week.

We have no foreign competition.

None of my goods are exported—domestic consumption only.

Cost of manufacture has slightly decreased since 1883 in materials only.

Selling prices have decreased since 1890.

We consume in our manufactures 90,000 bushels of wheat, \$5,000 worth of cotton and jute goods, and \$1,500 worth of coal per year.

We pay a duty on jute. Duty is 2 per cent.

There is no necessity for a customs duty on manufactured goods with free raw material.

Wholesale prices have decreased since 1892.

If the import duty on jute was removed we think we could buy these goods cheaper.

No. 4562.

Reply of the Aberdeen Mill Company, of Aberdeen, S. Dak, manufacturers of flour.

[Established in 1883. Capital invested, \$60,000.]

Amount of production has been on an average 40,000 barrels per year. Last year's product was 47,000.

We have been running less than full time. Our trade being largely domestic and to a great extent local, the winter months are generally

quiet in this locality, although our output was larger for the year ending September 1, 1894, than ever before.

We don't pay any duty (from a milling point of view).

No reduction in the cost of production would be necessary if the rate of duty was reduced one-third.

The domestic wholesale price of wheat during the years named govern the price of flour.

There has been an increase in competition.

We desire a specific duty.

We are not manufacturing as much flour as in 1892, on account of scarcity of buyers.

There has been a slight increase in wages during the past twelve months. One engineer, with a family of wife and 6 children, receives \$14 per week, and no lost time. He keeps 2 cows; pays \$5 per month rent; can live comfortably on that sum and have all the necessities and many of the comforts of life; can save a little money during the summer season. Price of living has decreased fully 10 per cent during the past four years.

We have no difficulty in construing the existing law.

Cause of the present depression: Curtailment of consumption, caused by a stoppage of industries and development of the resources of the country. Financial scare started it, and revenue legislation continues it. Prefer not to suggest a remedy; but whatever bill you formulate, if you fail to retain the present reciprocity clause you do an injustice to the millers and manufacturers of this country. I respectfully refer you to an editorial in the Northwestern Miller, under date of February 9, 1894.

Our raw materials are wheat, sacks, twine, coal, bolting silk, oil, waste.

Our goods are necessities.

We pay 7 to 8 per cent on loans.

Immigration helps our business by increasing consumption.

Two-thirds of our labor is skilled.

We employ 13 men, 1 woman; about \$16 per week.

Our hours of labor are about sixty to sixty-six per week.

We have no competition that I know of.

A very small per cent is exported, and we realize a much less price on that than from the domestic market.

Cost of manufacture is about the same as in 1883.

Selling prices have decreased since 1890.

From September 1, 1892, to September 1, 1893, we used as follows: Wheat, 114,000 bushels; jute and cotton bags, etc., 5,400; coal, 4,450 tons; oils, 200 gallons.

We recommend no change in duty, unless it be on bolting silks, but if it is necessary for revenue retain it. If Canada will remove her duty on flour we would be willing to have ours removed, but otherwise it should be retained to the extent of 50 cents per barrel at least.

No. 4563.

Reply of Manser Mill Company, of Laurys Station, Pa., manufacturers of flour.

[Established in 1844. Capital invested, \$60,000.]

Our present capacity is about 40,000 barrels flour annually. Prices vary from time to time, but lower now than they ever have been.

We have not been running full time, owing to the general depression in business. It is not safe to sell, and is hard to collect money.

We have felt an increase in competition.

We are not producing or selling as much as in 1892.

Our wages are the same as a year ago.

We think the price of living has been decreasing.

We think the fear of the prospective change in our national policy of protection to industries has produced this present depression.

We pay our skilled labor \$60 per month; ordinary labor, \$1.20 per day.

They work about ten hours a day.

No foreign articles of like kind enter into competition with us.

We do not export directly, but find that a part of our product which goes to New York is exported.

I suppose we consume about 300,000 bushels of grain per year.

We do not import.

No. 4564.

Reply of J. M. Hains Milling Company, of New Albany, Ind., manufacturers of flour.

[Established in 1881. Capital invested \$60,000.]

Average value of product per annum is about \$80,000.

From July, 1892, to July, 1893, we ran day and night. Since August, 1893, we have run daytime only, collections being so uncertain that it has not been advisable to sell so freely as usual, many old customers becoming unsafe, except for small amounts.

Our business is not so much interested in a protective tariff directly as it is indirectly.

In 1890 flour sold for \$4.50 per barrel; 1892, \$4.50; 1894, \$3.40.

Competition has increased perhaps slightly, not noticeably.

We are producing two-thirds as many goods as in our year from July 1892, to July 1893.

We have not reduced on our regular employés, but ordinary labor can be secured for 20 to 40 per cent less.

Cost of living has remained nearly the same in matter of food (excepting flour, corn meal, and a few staple articles). Cost of clothing is somewhat less. Rent was the same until six months ago and has declined 20 per cent since then.

The cause of the present depression is, mostly, we consider the fear that the Democratic party will carry out the plank of their platform which hints that tariff for protection is robbery.

We use only wheat and coal (and lubricating oils).

We consider flour a necessity.

We pay, generally, the rate of 7 per cent on loans; last year largely 6 per cent.

Our labor is about half skilled.

We have 3 unskilled laborers employed at \$7.50 to \$8 per week; 5 skilled, \$12 to \$30 per week.

Our hours of labor are fifty to seventy-eight per week.

There are no foreign competing articles in our line.

The cost of manufacturing since 1883 has been the same. Can not notice any appreciable difference excepting as the price of wheat varies.

Selling price varies with price of wheat, but margins have gone to nothing past 6 months.

We use in a year about 100,000 bushels wheat; 2,000 bushels coal.

Don't think raw material would benefit us at all, as if it lowered the price the selling price of flour would be lowered, without improving our margin of profit.

We were perfectly satisfied with the tariff laws as they were.

No. 4565.

Reply of Blanton Milling Company, of Indianapolis, Ind., manufacturers of flour.

[Established in 1881. Capital invested, \$60,000.]

Our products are flour and feed from wheat, average annual value about \$250,000 to \$300,000.

We have been running less than full time during the months of January and February, 1893, and January, 1894, owing to restricted markets and high freight rates.

There has been increased competition.

We are producing the same amount of goods as we did in 1892.

There has been no change in wages during the past twelve months.

No change in the price of living has taken place in the past four years.

Wheat is our raw material.

Our goods are necessities.

About 70 per cent of our goods are exported; realize better price at times and sometimes a less price.

There has been no material change in the cost of manufacture since 1883.

Selling prices have decreased since 1890.

The great disadvantage under which we have labored in connection with customs laws is the competition of French and German buyers of wheat, whereby the grain buyers of those countries are able, under the present customs duties, to import our wheat into their countries at one-half the duty that we have to pay on exporting flour to those countries. In other words, the French and German millers can come into our markets and take our raw material from our mill, yet we have to pay double duty should we wish to sell our flour in those countries.

We are at present selling flour in England, Ireland, Scotland, Belgium, Holland, Denmark, Norway, and Sweden, but we can not sell one dollar's worth in France and Germany, owing to the fact that those countries impose a prohibition duty on flour in order to give the French and

German miller the advantage. Require France and Germany to admit our flour at same duty as our wheat, and the American millers would export millions of dollars' worth of their product to those countries.

No. 4566.

Reply of Louis H. Hyde, of Joliet, Ill., manufacturer of wheat, rye, buckwheat, and graham flour, and corn meal.

[Established in 1855. Capital invested, \$60,000.]

The articles manufactured were wheat flour, rye, buckwheat, and graham flour, meal and various kinds of feeds.

The amount of business done for a number of years back has been as follows:

Year.	Wheat flour.	Total sales.
	<i>Barrels.</i>	
1886.....	26,922	\$126,525
1887.....	22,145	115,250
1888.....	38,480	187,850
1889.....	26,380	177,616
1890.....	28,020	152,522
1891.....	25,220	142,583
1892.....	30,434	174,430
1893.....	47,550	223,500

The barrels of flour above represent wheat flour, exclusive of rye, graham, etc. The total sales never correspond closely to number of barrels of flour sold, as the price varies with wheat speculation, and sales of feed, etc., are to be considered.

As I operate for local United States trade only, I decrease the output as the trade demand falls off, which occurs nearly every year. The demand for mill products is better at some seasons than at others.

No foreign mill products seek this market, hence I have had no occasion to investigate the matter of duty.

If the tariff were removed from wheat, I could buy Manitoba wheat—can't touch it now. But I would probably have a new flour competitor.

Domestic wholesale price for patent flour in 1890 ranged from \$4.40 to \$6 per barrel; 1892, from \$4 to \$4.75. To-day this same flour is sold at wholesale at \$3.45 per barrel, the lowest price known for this grade of flour in this country. Remember, flour is made of wheat, and wheat prices are made more or less by the gamblers on the boards of trade.

Competition in the milling business has been growing more severe each year. Few mills can make a profit this year. The reason lies principally in the fact that the milling capacity of the United States is so large that if all the mills would run at full capacity steadily for six months, they would grind all the wheat of an average crop. I don't believe there is a mill in the United States that runs at full capacity, from one year's end to the other. I have recently abandoned the manufacture of flour, and am now manufacturing cereal foods, and handle flour as a jobber.

I Prefer a specific duty, as I think it more satisfactory to our Government and people.

I have never known business to be as poor as at present. There seems to be no demand. The large wholesale houses of Chicago, Philadelphia, New York, and Boston (those to whom I sell) order meal in lots of 10 to 50 barrels. Formerly they bought in car lots. The immediate reason is that there are so many laborers, clerks, etc., out of work, and so many working fewer hours, or at reduced wages, that their power of spending money is curtailed. When prices are low, and wages also, and work difficult to find, people economize who spend all they get when it comes readily. This is my experience. I have been able to sell goods readily, make a good profit, and please customers when prices were high, and if I economized in my expenditures I could accumulate money. But when prices have been low and work difficult to secure, I have found it difficult to sell goods and to collect accounts, almost impossible to make a profit, and difficult to please customers. Nearly every merchant or manufacturer with whom I have talked concerning this has had the same experience.

The difference between the amount of money spent in the United States during a season of high prices and an abundance of work and the amount spent during a season of low prices and industrial stagnation must amount to hundreds of millions of dollars; probably this represents the difference between last year and this. It is a very uncomfortable difference.

The price of wages is down, and seems to be going lower. I think they were too high before in some lines.

The cost of living of my workmen depends on each one of them. It is possible for them to live very economically and save a good proportion of their yearly earnings, but they can not do so and spend much money on liquor, cigars, billiards, livery rigs, or the theaters, or tailor-made clothes. My foreman has been with me for eight years; his salary is now \$100 per month (in England the same position in a mill of same capacity is filled at \$45 per month), and he has saved enough to enable him to own several lots and small houses. He is of German descent.

The other men seem to spend the money faster than they make it, although the staple food products (not the luxuries) are cheaper here than across the Atlantic.

I know it to be a fact that the livery stables, saloons, theaters, etc., derive their chief support from the workers in the mills and quarries here. I also know that most of the fancy groceries are sold to them. The Italian laborer will buy none but the highest-priced patent flour; will not use the grade taken by most farmers. He also pays \$1.50 a barrel extra for granulated meal; will not use the bolted meal sold to Americans.

Germany, France, Spain, and, in short, all nations on the continent place a higher duty on American flour than on American wheat. The result is that our wheat is exported to them, but it is almost impossible to get our flour in. This is open discrimination against the American miller. France is worse than the others. If they were compelled or induced to admit American flour on same terms as American wheat, it would do very much to stimulate the milling business. All the surplus wheat of the United States should be exported as flour. Our legislators, however, permit this discrimination against one of the largest industries in the country.

If you mean a fairly economical living, it has decreased materially in the past four years.

I think present depression is due to a number of causes. When you stop fooling with commercial matters it will improve. It is an outrage

to drag the tariff into politics. How can you expect the business of the country to be stable when both parties experiment with its foundation every four years or so? I am a theoretical free trader, but a protectionist practically, because my experience in business has compelled me to believe that for some time to come it will be the best policy for the good of the nation as a whole. My business, however, might thrive better under free trade than under protection. I hope that the Democratic party will give free trade a thorough trial. If it proves a blessing we all want it; if a curse it will help retire it from politics and give us an American industrial policy respected by all parties. We have already paid the cost of the experiment.

Our raw materials are cereals (and farmers).

Our goods are necessities.

We pay the rate of 6 per cent on private loans, 7 per cent on bank loans.

Immigration has filled the cities and towns of this part of the country with English, Welsh, Germans, Swedes, Poles, Hungarians, Italians, everything but Hottentots, and has furnished a market for the best patent flour and granulated corn meal. I do not count the Irish immigrant, as he has become a policeman or an alderman, as well as the active, aggressive microbe in the festering sore of the body politic.

Seventy-five per cent of our labor is skilled.

Reduction of duty on goods must be met by reducing such expenses as can be reduced; the easiest to get at is wages. How can you reduce your rate of insurance or interest, if you need insurance or money? Wages form the largest item of expense.

We employ 14 men. Head miller, \$100 per month; second millers, \$60; packers and elevator men, \$45; roustabouts, 50 cents per day. Millers work twelve hours when mill is operated day and night. The others work ten hours. I have not reduced the wages of my men, but their work is not so steady. They work about three days in the week.

There are no foreign competing articles in our line.

No goods are exported.

Wages have increased from 1882-1893, but bank interest, oil, coal, supplies, machinery, etc., have declined in price, some of them very materially. Competition has increased at a still more rapid rate, and the net profit on flour to the miller has about disappeared.

Cotton sacks have declined in price materially. The price of grain has been a world record breaker, but the decline in grain is not peculiar to the United States.

Selling prices have decreased very much since 1890.

The consumption by us, of products of agriculture, amounts to about 5,500 tons of grain per year. I can not give estimate of cotton or jute goods for bags, cooperage stock, oil, etc.

We pay duty on jute bagging, which is remitted when exported.

If my raw material is free and accessible to me at same relative price as to any foreign or domestic competitor and my expense items (wages, interest, insurance, etc.) as low as theirs, I do not want protection on what I manufacture. If raw materials are free and wages or other important expense items are higher with me than with my competitors, foreign or otherwise, I will be forced to place my expense of manufacturing on their level or go out of business. My customers will not pay me a premium for my goods, but will buy of the manufacturer who undersells me. They are in business to make money. If I have much money invested in my plant or business I will try to reduce expenses

to the level of those of my competitors, so that I can retain my trade. If I do not succeed I must retire from business and lose most of the money invested in my plant, as no one will buy what I have been unable to operate profitably. Thirty years ago millers made a profit of \$1 per barrel. To-day I will gladly contract my product for a net profit of 10 cents per barrel by the year. You can see by this that it does not take much of a difference in wages to settle the practical question of profit or loss.

Wholesale prices have been as follows for patent flour: 1890, from \$4.40 to \$6 per barrel; 1892, from \$4 to \$4.75; 1894, February 23, \$3.45.

I would favor placing such necessary food articles as coffee, tea, sugar, etc., on the free list, placing a high duty on satins, silks, better class of dress goods, velvets, pottery, jewelry, wines, cigars, works of art, and all luxuries used by wealthy people who can afford to pay for them, and ought to be willing to do so; and place on articles manufactured in this country a tariff high enough to raise the required revenue and so arranged as to represent the difference, or a trifle more, between wages paid here and corresponding wages paid in foreign competing countries. Then have the courage to set aside personal fear of not being returned to Congress, and stop immigration for a term of years, or so modify it as to keep out of this country the undesirable people from Southern Europe now coming in. Make the franchise more valuable by requiring a longer residence here before a man can vote, and put on a qualification of intelligence. It would be a benefit to this country in the long run to have its material progress checked for thirty or forty years, to let Uncle Sam have a chance to coax his pants down to his feet.

No. 4567.

Reply of Lillie Mill Company, of Franklin, Tenn., manufacturers of flour, etc.

[Established in 1869. Capital invested, \$60,000.]

We began the manufacture of flour originally in 1869. The above company was incorporated in 1889.

Yearly value of production has been from about \$50,000 in 1869 to about \$250,000 in 1893.

We have been running only one-half time, twelve hours per week, for the past two years.

In 1884, flour was worth \$5.50 per barrel; 1890, \$4.50; 1892, \$4; 1894, \$2.75.

There has been a large increase of domestic competition during the past four years.

We desire a specific duty as there is less chance for fraud.

We are manufacturing less goods than in 1892.

Wages are tending lower at a rapid rate.

The cost of living of families of skilled workmen, I would say, is about \$500 per year.

We do not deal in imported goods.

Cost of living has decreased 25 per cent during past four years.

Present depression in trade is due to agitation of the tariff question and fear of putting coal and iron on free list, in Tennessee and Alabama.

This is what is hurting us in this locality. Our remedy would be to put a protective tariff on coal, iron, and wool.

All the materials we use are raw, except cotton and burlap bags.

Our goods are necessities.

We are compelled to pay 8 per cent on loans.

Immigration has had no effect on our business.

About one-fourth of our labor is skilled.

We employ 4 skilled workmen at \$3 per day; 8 laborers at \$1 per day; no women or children.

Our hours of labor are twelve per day all the week.

We meet with no foreign competition.

We are not exporting, for the home market is the best.

Cost of manufacture has decreased about 33 per cent since 1883.

Decrease has been in both labor and materials.

Our selling prices have decreased since 1890.

The mills here have capacity to work up all the grains that come to this market.

We pay duty on nothing except burlap goods.

With free raw material no duty is necessary on the manufactured article.

We see but one way to help the American millers to get clear of their surplus to European countries, that is, to adopt the reciprocity plan, especially with those countries that put a tariff on American flour; such as France and Spain and all others that put a higher tariff on flour than wheat.

No. 4568.

Reply of Roeske Bros., of Michigan City, Ind., manufacturers of flour and brick.

[Established in 1872. Capital invested, \$50,000.]

We have manufactured since our establishment about 5,000,000 brick annually and about 50 barrels flour daily.

We ran about one-half time in 1893.

It is not necessary to have a duty on our line of manufactured products because the cost of transportation would place foreign products so high that we can manufacture them much cheaper.

You may take off the entire duty on our line of manufactured products (if there is any) and then foreign countries wouldn't be able to compete with the brick-manufacturing establishments of this country.

Our prices in 1884 for brick were \$8 per 1,000; 1890, \$7 per 1,000; in 1892, \$6.50 per 1,000; and the prices on flour in 1884 were \$6 per barrel; in 1890, \$5 per barrel; in 1892, \$4 per barrel, and at present \$2.50, and brick at present writing are worth \$5 per 1,000.

There has been no foreign competition, but there has been domestic.

No duty whatever, because we can manufacture our goods just as cheap as any foreign country.

We are not manufacturing as many goods at present as in 1892, because there is too much domestic competition.

Wages have, in the past twelve months, had a tendency to diminish. About 25 per cent in our business.

We can not exactly give an estimate of the cost of living in our locality, but we think on an average it is about \$4 per week, each person—that is, if they live economically.

We have no difficulty in construing the existing law in regard to importations.

The price of living has decreased in the last four years.

Our opinion is that "high protection" has driven out our trade with foreign countries, and the best way to remedy it is by putting all raw materials, lumber, etc., on the free list, and we think it will bring forth hustling business.

The raw materials of our manufactory are principally clays and grains.

The materials we manufacture are necessities.

The rate of interest we are compelled to pay on loans averages from 6 to 8 per cent.

Immigration has no effect on our business.

The skilled labor employed equals about one-fourth of the total.

Reducing the duty on articles we manufacture will not interfere with us whatever.

We employ about 50 men, paying \$1.50 per day for common labor, and for skilled labor \$2.25.

They are employed sixty hours per week.

No foreign articles enter into competition that we know of.

We do not export.

The cost of manufacture has decreased about 25 per cent since 1883.

The decrease has been principally in labor.

Selling prices have decreased since 1890.

We pay a duty on lumber and machinery. Do not know exact duty.

A customs duty on manufactured articles is not necessary with free raw material.

Wholesale prices have decreased since 1892.

Take off all tariff or duty from raw materials and put on a higher tariff on all whiskies and tobacco of all descriptions and malt liquors.

Our opinion is, the sooner you dispose of this tariff bill the better it would be for the country. If times stay as depressed as they now are much longer it will create great trouble, as thousands of people have nothing to live on and there is no work. Manufacturing will not start up until the bill is disposed of.

No. 4569.

Reply of Knollenberg & Wavering, of Quincy, Ill., manufacturers of flour.

[Established in 1876. Capital invested, \$50,000.]

Amount of production and value have been as follows:

Year.	Flour.			Value of offal.	Total value.
	Quantity.	Value per barrel.	Total value.		
	<i>Barrels.</i>				
1877	8,000	\$5.00	\$40,000	\$2,960	\$42,960
1878	9,000	5.10	45,900	3,330	49,230
1879	11,000	5.40	59,400	4,070	63,470
1880	12,000	5.50	66,000	4,440	70,440
1881	15,000	5.85	87,750	6,000	93,750
1882	16,000	5.75	92,000	6,400	98,400
1883	17,000	5.30	90,100	6,800	96,900
1884	27,000	4.40	118,800	10,800	129,600
1885	27,000	4.60	122,200	10,800	133,000
1886	27,000	4.30	116,100	10,800	126,900
1887	30,000	3.90	117,000	12,000	129,000
1888	30,300	4.30	130,290	12,120	142,410
1889	31,000	4.35	134,850	12,400	147,250
1890	32,000	4.35	139,200	12,800	152,000
1891	33,000	4.75	156,750	13,200	169,950
1892	33,500	4.00	134,000	13,400	147,400
1893	34,000	3.30	112,200	13,600	125,800
1894		3.10			

We have been running full time right along all the time.

Duty does not affect our business.

Unless Canada and the British Dominion in the future will flood the United States with their production of wheat and flour, the duty does not interfere with our business.

There has been increased competition in the raising of wheat by foreign countries—Russia and Argentine.

We consider ad valorem duty the correct plan of collecting duty, as it equalizes the duty according to the value of the goods.

We are manufacturing more goods now than in 1892.

We are paying the same wages.

Cost of living of two of our skilled workmen:

John Atkinson, wife, and 3 children:

Groceries, meat, etc	\$32.00
Fuel and light	2.50
Clothing	7.00
Keeping up household	4.00
Rent	8.00
Reading matter60
School books20
Personal taxes20

Total per month 54.50

Anton Wavering, wife, and 3 children:

Groceries	\$275
Clothing	100
Rent	90
Meat	75
Doctor's bills	50
Life insurance	32
Fuel	27
Milk	18
Church and charities	15

Total for one year 682

We are not affected by duty.

Living has been about the same in the past four years.

Cause of present depression is lack of confidence among the manufacturers. A speedy settlement of the tariff question will tend to restore confidence, so that manufacturers and business men will know what to do and how to regulate their affairs in harmony with the existing laws.

Flour is a necessity.

We pay 6 per cent interest on loans.

The more immigration the more flour eaters.

We employ 50 per cent skilled labor.

Reduction of duty won't affect us at present.

We employ 14 men; skilled labor, \$2.50 to \$3 per day; ordinary labor, \$1.50 per day.

They work fourteen hours each day—ten at day, four at night.

No foreign flour comes in this market.

We manufacture for home consumption only.

Cost of manufacture has increased in the past four years in labor and machinery.

Selling prices have decreased since 1890.

Wheat is mostly home production.

Wholesale prices, \$4.40 per barrel, 1884; \$4.35 for 1890 and \$4 for 1892.

No. 4570.

Reply of James Rigby & Son, of Cambria, Va., manufacturers of flour.

[Established in 1883. Capital invested, \$50,000.]

Amount of production in flour, feed, etc., each year, was \$40,000 till 1889, when we increased the capacity of mill. We now produce about \$70,000 to \$80,000 worth per annum.

We have lost four months in the last two years on account of dull times with the coal operators. Our trade is mostly with them.

Wholesale prices of flour: 1885, \$5 per barrel; 1890, \$5; at this date, \$3.50.

There has been an increase in domestic competition during past four years.

We desire free trade.

We are not producing as many goods as in 1892. Cause, dull times and tightness of money market.

Tendency of wages during past twelve months has been downward, 25 per cent.

Cost of living is about \$7.25 per week for man, wife, and 2 children.

We have no difficulty in construing the law in regard to importations.

Price of living has decreased fully 20 per cent during the past four years.

In my opinion protection is a humbug. My remedy for present depression is free trade and free banking.

Our raw materials, grain, wheat, corn, oats, rye, buckwheat, etc.

Our goods are necessities.

We pay 7 to 12 per cent on loans.

Immigration has no effect on us.

Seventy-five per cent of our force is skilled. They work fifty-five hours a week.

We employ 5 to 7 men; 75 cents ordinary labor, \$1.50 to \$2 skilled.

We have no foreign competition.

None of our goods are exported.

Cost of manufacture has decreased in materials since 1883.

Selling prices have decreased since 1890.

We consume in our manufacture all the grain raised within 15 miles of mill.

We pay no duty on our materials.

There would be no necessity for a customs duty on manufactures with free raw material.

Wholesale prices have decreased since 1892.

Repeal all laws relative to rates of duty.

No. 4571.

Reply of Salmon Milling Company, of Beloit, Wis., manufacturers of flour.

[Established in 1880. Capital invested, \$50,000.]

Our yearly production has a value of \$200,000.

Until 1893 we ran twenty-four hours daily (night and day); since June, 1893, we have averaged fifteen hours till January, 1894, and now are only running twelve hours, which for us is half time.

To place domestic productions on an equal footing with the foreign product the rates of duty should be enough to offset the difference paid in this country for labor.

We have practically no duty except on sacks and that is a small part of business.

Wheat is controlled by speculation and not tariff.

The competition in milling in this country has doubled in the past five years.

We want flour admitted to foreign countries on same basis as wheat; then we can grind the wheat and ship it out in flour.

We are not producing as many goods as in 1892.

Cost of wages in our business has been decreased 15 per cent during past twelve months.

Our workmen spend all they earn.

Imports don't hurt us much, not being able to export flour on the same basis as wheat.

Cost of what we eat has increased 15 to 20 per cent—meat, eggs, butter, etc. What we wear has decreased as much.

Let in everything we can't raise or make free; put a duty equal to good wages on everything we can raise or manufacture.

Our raw materials form 90 per cent of the cost of our production. Wheat is about all to us.

Our goods are necessities—bread.

We pay the rate of 8 per cent unsecured, 6 per cent secured, on loans.

Immigration makes more to feed, but decreases wages.

One-fifth of my labor is skilled.

Reduction of duty on goods must be met by cutting wages.

Our hours of labor are fifty to seventy per week.

We meet with no foreign competition.

We do not export any of our product.

Cost of manufacture has decreased 12 to 15 per cent, mostly on labor, within the last year.

Our selling price has declined since 1883.

We consume in our manufacture 90 per cent of agricultural products.

We pay duty on nothing except on sacks. Don't know what rate.

Speculation changes our wholesale prices. Shut off on that.

We think our country should say to Spain, France, and Germany, and some other countries, you must let our flour in on same basis as wheat or we will increase tax on some one principal thing that you ship to this country.

No. 4572.

Reply of Eagle Milling Company, of Sparta, Ill., manufacturers of flour.

[Established in 1870. Capital invested, \$50,000.]

We manufacture flour, different grades—about as many grades as quoted through St. Louis market quotations. We make 30,000 barrels annually. Price has not been same two years in succession, and for last several years has had a downward tendency. The value of our product last year was about \$100,000.

We have run less than full time for the past six months. Business generally has been dull, depressed, and rather sick. Drooping markets were caused by large stocks and lack of demand. Money stringency has also caused demoralization of trade.

We do not think duty specific or otherwise would affect us a particle. Interior mills are not touched by it.

Our domestic wholesale prices have been as follows:

Year.	Best straight.	Patent.	Year.	Best straight.	Patent.
1884	\$5.00	\$5.40	1892	\$4.30	\$4.70
1890	3.75	4.15	Feb. 13, 1894	2.50	2.90

There has been a large increase in competition in all the world's flour business.

We are not making as much flour as in 1892.

Tendency of wages has been downward during past twelve months.

We do not feel that the tariff cuts any figure in our business.

We pay the rate of 7 per cent on loans.

We employ 26 men, whose wages are from \$40 to \$50 per month.

Our men are steadily employed.

We do not export.

Cost of manufacture has decreased 10 per cent since 1883.

Our selling prices have decreased.

No. 4573.

Reply of The Higginsville Milling Company, of Higginsville, Mo., manufacturers of flour and corn meal.

[Established in April, 1883. Capital invested, \$50,000.]

Our output, is 50,000 to 75,000 barrels of flour per annum, 15,000 to 20,000 barrels of corn meal, and the offal from the output.

The business depression has cut us down to half time for several months past.

We are not protected by any duty.

Wholesale prices of flour: 1890, \$3.45 per barrel; 1892, \$3.70; 1894, \$2.25.

I think there has been no increase in the milling capacity of the United States in four years.

We are manufacturing less goods than in 1892 for want of orders, as this is strictly a merchant mill with Southern trade.

We pay 10 per cent less wages since September 1, 1893, than we ever paid previously.

Cost of living is 10 per cent less than four years ago.

Cause of depression, in my opinion, is overproduction in all lines. Remedy: Destroy what we have as soon as possible, to cause a necessity for its reproduction.

We have all raw material except sacks.

Our goods are necessities.

Interest here is 8 per cent.

We use mostly skilled labor. Average wages now are \$2 per day. No women or children are employed.

Decrease in cost of material mainly has reduced the cost of manufacture.

Make the customs laws very strictly for revenue, and put 1 cent per pound on sugar, for it is a good revenue article and is not felt by the consumer, and will help domestic producers.

No. 4574.

Reply of Godfrey Durst, of Danbury, Iowa, manufacturer of flour.

[Established in 1882. Capital invested, \$50,000.]

The mill has a daily capacity of 125 barrels of flour, and has been run steadily until this winter. At present we run about two-thirds capacity. This is owing to the fact that the price we can realize on lower grades of flour is too low. The best article is cheap, therefore none but the best is used in this country, and we are compelled to export bakers' grade.

Duty on flour or wheat can do millers or farmers no great good until such time as the population of the United States is able to consume our product. Then if those who have the power consider it wisdom to place a duty on wheat and flour in order to give us farmers and millers a chance to enrich ourselves at the expense of the consumers we are willing. All the wheat which is imported now is imported by or for the farmer to be used as seed, because it is a well-established fact that when

we use seed from the North we obtain better results, both in regard to quality and quantity.

Domestic wholesale prices of flour per barrel.

	1884.	1890.	1892.	1894.
Best fancy patent.....	\$6.50	4.40	4.00	3.40
Second patent.....	5.50	4.00	3.60	3.00
Bakers grade.....	4.05	3.60	2.80	1.30

The domestic competition has increased very materially during the last four years.

We need no duty of any kind on wheat and flour. During the entire crop year I will produce nearly as much flour as in former years.

The tendency of wages has been downward.

The price of living has decreased some.

In regard to present depression in trade I am free to state that I attribute it to reckless speculative enterprises, aided, encouraged, and assisted by an excessive protective tariff, which stimulated manufacture and the building of cities, and even the production of grain and everything to an extraordinary degree and far beyond our immediate needs.

Everything is overdone. Among the speculative enterprises were many unsound from the start. Therefore, when investors found they had been deceived a period commenced of general distrust; everybody commenced to investigate; the unsound concerns for lack of funds and credit to get them had to stop; therefore, thousands were thrown out of employment, who in turn could not afford to buy necessities and luxuries of life as before, which caused trouble among the legitimate retailers, wholesalers, and bankers. Everything is plenty, but speculation and the high protective tariff have so misplaced the money of this country that certain classes suffer in the midst of plenty. Labor-saving machines also aided in overproduction, and the people of the United States and the world over will have to adjust their business calculations to lower values, because things can be produced cheaper.

Wheat, corn, oats, rye, and barley are my raw materials.

The goods I produce are necessities.

I do not borrow, but money is plenty to be had in banks here and as cheap if not cheaper than ever.

Immigration has a beneficial effect on my business.

Half of my employés are skilled workmen.

I employ on an average 10 men.

I pay \$55 for skilled and \$35 for common labor. They work seventy-two hours per week.

I have no foreign competition.

I do not export to exceed 10 per cent at present, because I can not get a living price from exporters.

Cost of manufacture has decreased in material and owing to improved machinery.

Selling price has very much decreased since 1890.

I recommend that special efforts be made with such countries as place a higher relative duty on flour than they do on wheat and rye for the purpose of inducing them to abandon their discriminating policy, and if they persist in discriminating against us place an equally discriminating duty on articles of luxury (such as toys, watches, jewelry, wines, etc.) as seek a market in the United States from such countries.

No. 4575.

Reply of Globe Flouring Mills, of Tecumseh, Mich., manufacturers of flour.

[Established in 1836. Capital invested, \$50,000.]

We manufacture on an average of 50,000 barrels of flour a year.

There has been a decrease in our working time during the past two years, because of scarcity of grain at paying prices.

There should be enough ad valorem duty to pay Government expenses.

Domestic wholesale price at present is \$2.90 per barrel.

We have had heavy domestic competition.

We are not manufacturing the quantity we produced in 1892; general depression, we think, is the cause.

Wages have been 20 per cent lower past twelve months.

The cost of living of families of skilled workmen, \$10 to \$12 weekly.

We favor the clause in the tariff bill of 1890 opening ports to American commerce free.

The cost of living has decreased 20 per cent during the past four years.

Cause of present depression was appropriation by Congress of \$110,000,000. To remedy it, curtail expenses.

Our goods are necessities.

We pay 6 to 8 per cent interest on loans.

Immigration has caused competition in labor.

We employ 75 per cent skilled labor.

There is no duty on flour in Great Britain, and the bulk of our business is done there.

From 10 to 25 men are employed. Skilled labor averages \$11 per week; ordinary, 10 cents per hour.

Our skilled workmen run full time.

We compete with the world.

Seventy-five per cent of our goods exported. Price realized is less than from domestic consumption.

Cost of manufacture has decreased 10 per cent in labor and machinery since 1883.

Selling prices have decreased since 1890.

There is no necessity for duty on manufactures with free raw material.

Our suggestion is to pass Wilson bill. Reciprocity is the best thing possible for flour millers of this country.

No. 4576.

Reply of Crystal Mill and Grain Company, of Council Bluffs, Iowa, manufacturers of flour.

[Established in 1868. Capital invested, \$50,000.]

Since 1882 our output has been about 75 barrels per day.

We do not run on short time except when we can not get wheat.

No duty is necessary to place domestic productions on an equal footing with the foreign product.

In regard to reducing the rates of duty, one-third, no reduction would be necessary in cost of production.

There has been no increase of competition that has affected us particularly.

Neither ad valorem nor specific duty, we think, would benefit us.

We are producing as many goods as in 1892.

Tendency of wages with us is stationary.

As to cost of living, rents have decreased somewhat during past four years.

Everything has been run on a tension so long we had to take a tumble. Reckless business methods, etc., and causes too numerous to mention here, have brought on a general depression in business.

Our raw materials are bags and twines.

Our goods are necessities.

We pay 8 per cent on loans.

Indirectly immigration has affected our business, as it reduces wages in many industries to a point where people can not pay their bills, and we suffer with the merchants who lose their accounts, or have to carry them till interest eats up the profit.

Fifty per cent of our labor is skilled.

We employ 8 to 9 workmen. Wages of skilled are \$2, \$2.50, and \$4; unskilled, \$1.50 per day.

Our hours of labor are seventy-two per week.

Foreign articles do not compete with ours.

We export a small surplus of cheap grades. Transportation, commissions, etc., use up about 33 per cent.

There has been no change in cost of manufacture during the past four years.

Our selling price has decreased with price of wheat.

We hardly think with free raw material there should be duty on the manufactured article with the present enormous supply and low prices in this country.

No. 4577.

Reply of ———, of ———, manufacturers of flour and leather.

[Name and location withheld by request.]

[Established in 1840. Capital invested, \$50,000.]

We manufacture flour, feed, and meal at the mill, the yearly output being about \$50,000. Harness leather and shoe leather, all oak, tanned at the tannery, amounts to a yearly output of \$30,000.

We have shut down and worked part of the time in both establishments, because of lack of orders and difficulties in collecting accounts.

We need no protection on mill products and hardly any on leather.

Flour sold in 1884 at \$3.80 per barrel; 1890, \$4.20; 1892, \$3.80; at present, \$3. Harness leather: 1884, 33 cents per pound; 1890, 28 cents; 1892, 25 cents; at present, 19 cents. Calfskins: 1884, 90 cents per pound; 1890, 75 cents; 1892, 60 cents; at present, 60 cents.

There has been largely increased competition in milling; not so much in tanning.

If any duty at all, we want a specific duty on leather.

We do not produce as much as in 1892, for reasons already given.

Wages are lower with all our competitors. We have made no cuts. Living can be had at \$6 per week for a family of 4. House rent, for 4 rooms, \$4 per month, and \$20 more than sufficient for clothing and food. Price of living decreased.

In our opinion, the cause of the present depression is the uncertainty as to what Congress may do. The remedy is for the lawmakers to push this thing as fast as possible, so the money power shall know how to invest and get the money in circulation.

Our goods are necessities.

We pay 8 per cent for bank accommodations.

Immigration has no effect on our business.

About half our labor in tannery is skilled; 9 men when full, and 2 skilled millers.

Reduction of duty has nothing to do with our business.

When running full we employ 30 men, paying from \$6 for common to \$18 per week for skilled labor.

Our hours of labor are, in tannery, forty-eight per week; mill, sixty per week.

There is no foreign competition with mill products; and to a small extent with shoe leather.

None of our goods are exported.

Cost of manufacture has decreased since 1883.

The decrease has been in materials.

Selling prices have decreased since 1890.

We consume all the wheat and corn in our neighborhood; all tan-bark and hides in our manufacturing.

We pay duty on nothing but gambier.

Hides are free.

Wholesale prices of steer hides: 1884, 10 cents; 1890, 8½ cents; 1892, 8 cents; to-day, 5½ cents.

We would like to see the Wilson bill or something similar passed as early as possible.

No. 4578.

Reply of O. May, of Casselton, N. Dak., manufacturers of wheat and buckwheat flour, etc.

[Capital invested, \$50,000.]

The amount of business in our flouring mill is \$1,000 per week.

During the last two years we ran not more than half time on account of low prices of flour; market overstocked; labor too high to realize a fair profit.

Rate of duty does not affect our business.

My wholesale prices have been as follows:

Year.	Patent.	Straight.	Baker.
1884	\$5.90	\$5.00	\$4.60
1890	5.50	4.70	4.30
1892	4.30	4.00	2.50
1893	3.80	3.20	2.25
1894	3.30	3.00	1.50

I am not manufacturing as much as in 1892.

Wages are about 25 cents per day less than in 1893.

There is little change in cost of living.

The tariff ought to be settled one way or the other so business men would know what to do.

Wheat is my raw material.

My goods are necessities.

I paid 12 per cent on loans. It could not be had at any rate for the last year.

About half of my labor is skilled.

No foreign articles enter into competition with us.

I export the most part of my buckwheat and of two grades of flour about one-third.

There has been a slight decrease in the cost of manufacture in labor and fuel.

The decrease is in wheat, wood, and 25 cents per day on common labor.

My selling prices have decreased since 1890.

Two-thirds of agricultural production is consumed in my manufacture.

No. 4579.

Reply of the Fountain City Milling Company, of Fountain City, Wis., manufacturers of flour.

[Established in 1886. Capital invested, \$50,000.]

Our yearly production has been about 30,000 barrels, worth about \$120,000. This trade gradually slacked off from end of 1892, and now we don't run quite half of above figures.

We have found the last two years very bad, and if things don't improve soon you will see many mills fail in the near future.

To place domestic productions on an equal footing with the foreign product the rates of duty at present, we think, are none too high.

In regard to reducing the rates of duty one-third, the reduction of cost would be equal to reduction in duty.

Our domestic wholesale prices of goods: 1890, \$4.50 per barrel; 1892, \$3.50; 1894, \$2.50.

We think there is too much increase of competition in our line.

We think an ad valorem duty most correct and just.

We manufacture less than in 1892, and the reason is business depression and idle labor.

We had to lay off some of our hands, and the rest are working for reduced wages.

The cost of living of families of skilled workmen per month is about as follows: Rent, \$5; wood, \$4.50; groceries, etc., \$10; clothing, etc., \$8.

There is no difference to speak of in cost of manufacture.

We think there is not enough money in circulation, and too much talk and tariff tinkering to break public confidence.

Wheat and coal are our raw materials.

Our goods are necessities.

We pay the rate of 7 per cent on loans.

Immigration does not harm us directly, but it does harm to all, and it ought to be stopped.

All our labor is skilled, and we can not use other.

All men are employed, the number at present being 8, which is half crew.

We export little at present, and if we do don't get as much as from domestic sales.

The cost of manufacture has greatly increased since 1883, as there is more machinery used, and the produce is better than it used to be.

Cost has increased in material.

Selling prices have decreased since 1890.

We consume nearly all the wheat in this section.

Jute sacks are imported.

With free raw material no duty is necessary on manufactures.

No. 4580.

Reply of The Lowell Milling Company, of Lowellville, Ohio, manufacturers of flour.

[Established in 1883. Capital invested, \$50,000.]

We have been running less than full time for the last nine months, on account of the general depression in business, which resulted in less demand for our products.

We do not suppose that in our products tariff of either kind has much to do, except indirectly, i. e., as it affects other business.

Domestic wholesale prices for best flour were: 1890, \$6 per barrel; 1892, \$5 per barrel; 1894, February, \$3.50 per barrel.

There has been some domestic increase in competition.

Either kind of duty would probably make no difference to us.

We are not manufacturing as many goods as we were in 1892 for the last nine months, on account of the general depression in all kinds of business in our vicinity, which has adversely affected our sales.

The tendency of wages during the past twelve months has been decidedly downward.

Our assistant miller gets some over \$500 per year and saves some. Our shipper gets about \$450 and may save a little.

Do not know that flour and feed are imported to any extent.

Flour, sugar, and some other articles have decreased, but other provisions not much, if any, within the last four years.

Our own opinion is that the cause of the present depression in trade is the knowledge that Congress threatens to pass and can pass a tariff bill looking toward free trade, and our remedy would be to let the tariff remain as it is. In our opinion, if this was done, business would revive at once all over the country.

Wheat, corn, and oats are our raw materials.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration has brought into our vicinity some bad customers.

About one-third of our labor is skilled.

Reduction of duty on our goods would not, probably, affect us.

We employ 8 men. Ordinary labor is paid, \$1.30 per day; skilled labor averages \$2.50.

Seventy-two hours per week are our hours of labor.

We do not think foreign articles of like kind enter into competition here.

A small proportion of our manufacture is exported, and we always realize a less price for that than from domestic consumption.

Cost of manufacture has decreased some since 1883 from decline in wages, but not very much with us.

Our selling prices have decreased since 1890.

About 65,000 bushels of wheat, 8,000 corn, and 10,000 bushels oats are consumed annually in our manufacture.

We pay no duty on the component materials used in our manufacture.

Our wholesale prices were 80 cents to \$1 in 1890 and 1892 for wheat. Prices greatly decreased since 1892; only 56 cents per bushel now.

No. 4581.

Reply of Dwight Flour Mills, of Graceville, Minn., manufacturers of flour.

[Established in 1889. Capital invested, \$45,000.]

Quantity and value of manufacture.

Year.	Flour.		Mill feed.	
	Quantity.	Value.	Quantity.	Value.
	<i>Barrels.</i>		<i>Pounds.</i>	
September, 1889 to 1890.....	21,350	\$78,581.31	1,518,532	\$6,783.71
1890-'91.....	51,922	217,120.40	4,224,141	25,915.77
1891-'92.....	69,124	261,224.66	4,913,518	20,883.10
1892-'93.....	57,151	167,450.17	4,023,098	15,601.47

We have usually reduced to one-half time during the summer months owing to scarcity of local wheat.

Domestic prices.

Year.	Flour, per barrel.	Feed, per ton.
1890.....	\$3.68	\$8.94
1892.....	3.78	8.50
1894 (February).....	2.688	8.58

Domestic flour manufacturing capacity of United States has been greatly increased by the erection of many large new plants, notably at the head of Lake Superior.

We are producing about one-half as many goods as in 1892. Several markets in the United States that were profitable to me in 1892 are not at this time, owing to their congested condition of accumulated supplies.

Wages have been practically unchanged in my establishment.

Cost of living, \$60 per month, viz: House rent, \$10; food, \$30; fuel, \$7; clothes, \$10; incidentals, \$3.

Price of living is practically unchanged; possibly a slight decrease in past four years.

Cause of depression: Chiefly overproduction and accumulated supplies, also urgent need of legislative assistance in enlarging our field of

foreign markets by overcoming the discriminating duty on our flour as against our wheat by many importing countries, France, Germany, and Denmark being notable examples.

Minnesota and Dakota hard spring wheat is our raw material.

Our goods are necessities—staff of life.

We pay 8 and 10 per cent on loans.

Immigration is favorable, so far as it increases domestic consumption.

Eighty-five per cent of our labor is skilled.

We employ 15 men, skilled average, \$3.25 per diem; ordinary, \$1.50.

Hours of labor, skilled, sixty per week; ordinary, thirty.

We have no foreign competition.

We export 20 per cent of our product. The price is about equal, varying with conditions, to that obtained from domestic consumption; sometimes more and sometimes less.

Cost of manufacture fluctuates with price of wheat (raw material).

In the past four years there has been very little change in cost of labor. No data previous to that; cost of materials is constantly changing.

Selling prices decreased with cheaper wheat nearly \$1 per barrel.

We consume a quantity of wheat equal to all that is produced within a radius of 10 miles of the plant. Use in addition per annum \$6,000 worth of cotton sacks; \$4,000 worth of wooden barrels.

We use jute bags for export, duty about $1\frac{1}{2}$ cents per barrel.

Wholesale prices have decreased since 1892 with cheaper wheat of about \$1 per barrel.

I am a strong believer and warm advocate of ex-Congressman Lind's proposed amendment to the Wilson tariff bill. I can add nothing, save that I believe the milling industry of the United States is entitled to and sorely needs legislative action in the direction outlined.

No. 4582.

Reply of Uriah Engleman, of Miamisburg, Ohio, manufacturer of flour.

[Established in 1870. Capital invested, \$45,000.]

From 1870 to 1885 I made about 8,000 barrels of flour; from 1885 to 1893 our average, in round numbers, was 20,000 barrels.

From May 1, 1892, to July 1, 1892, we were shut down to remodel our mill, but have been running full time with that exception since 1885.

We do not export or import anything.

In 1884 our average domestic wholesale price, was \$4.80; 1890, \$4.90; 1892, \$3.80; at the present time it is \$2.70.

Two mills have been built in the county since 1888, and so have increased competition.

I prefer an ad valorem duty for manufacturers, because I think high tariff makes work for laborers and mechanics, and when they prosper our business is very brisk.

We are manufacturing as many goods as in 1892, but orders are coming in very slowly and we will have to shut down unless business gets better.

The tendency of wages has been downward, but we have made no cuts.

The cost of living of families of skilled workmen is about \$400 a year, including clothing and house rent.

I am in favor of reciprocity between all countries.

Cost of living has increased about 20 per cent.

The cause of depression is lack of confidence and I think quick legislation will restore it.

My raw materials are wheat and rye.

My goods are necessities.

I pay 6 per cent on loans.

Immigration has had no effect directly.

About half my labor is skilled.

Reduction of duty on goods must be met by buying everything cheaper and cut expenses.

I employ 8 men; ordinary labor \$1.50 a day; skilled, \$2.25.

My day men work sixty hours per week; night men, seventy-two hours.

There is not much competition with foreign flour.

We do not export anything nor consign to commission men.

The cost of manufacture has been about the same since 1883.

Selling prices since 1890 have decreased. We consume about 150,000 bushels of wheat and rye a year.

Wheat in 1884 averaged about 90 cents wholesale; in 1890, 95 cents; 1892, 60 cents, up to the present time.

No. 4583.

Reply of Rathbun Sawyer Company, of Oneida, N. Y., manufacturers of wheat and buckwheat flour.

[Established in 1844. Capital invested, \$40,000.]

Average value of production.

Year.	Flour, per barrel.	Meal, per ton.	Buck- wheat flour, per ton.
1889	\$5.20	\$16.50
1890	5.10	20.50	\$40.00
1891	5.75	26.50	42.00
1892	4.75	20.75	38.00
1893	4.00	19.00	54.00

The cause of high buckwheat flour of 1893 is the shortage of domestic crop of buckwheat.

We have not run less than full time during the past two years.

Products are all domestic except buckwheat; specific duty should be placed on this article of 15 cents per bushel of 48 pounds. Cost of labor and price of land is cheaper, and adaptation of climate is better for raising this product in Canada than in this State.

The reduction of duty one-third would have no effect, as grain is not imported into but exported from the United States.

Total quantity and wholesale value.

Year.	Flour.	Feed.	Total value.
	<i>Barrels.</i>	<i>Tons.</i>	
1892	5,545	1,920	\$77,602
1893	9,300	2,800	96,176

A large increased domestic competition during the past four years.

We desire a specific duty.

Our output is more than in 1892; we have extended our business and increased our trade.

There has been a downward tendency of wages during the past twelve months.

Cost of living of head miller's family of 7: House rent, \$100 per year; clothing and provisions, \$600. Second miller, unmarried, board, \$220; clothing, \$100 per year.

Price of living has decreased during the past four years.

Cause of present depression in trade, closing of manufacturing industries on account of fear of the repeal of the tariff law of 1890; assurance that there would be no such repeal would again start the factories, and the vast amount of money stored in vaults would be released and put into circulation.

Grain is considered, we believe, raw material.

Our goods are necessities.

We pay 6 per cent on loans.

Immigration improved the consumption, and so benefited it.

Fifty per cent of our labor is skilled.

We employ 10 men; average, \$500 per year; 1 woman, \$5.20 per week.

They work eleven hours per day.

We have no foreign competition.

None of our goods are exported.

Cost of manufacturing has increased in labor, decreased in material.

Selling prices have decreased since 1890.

Agricultural and domestic productions are used in our manufactures.

No. 4584.

Reply of Excelsior Mill Company, of Yankton, S. Dak., manufacturers of flour.

[Established in 1872. Capital invested, \$40,000.]

We produced 16,000 barrels of flour per annum until 1892, since then about 35,000 barrels per annum.

Have run less than full time only when unable to get wheat without shipping largely.

We have not seen any beneficial effects from the 5 cents extra duty on wheat since the present tariff went into effect, but have seen wheat steadily decline in price ever since. We think that a tariff covering the difference, if any, between foreign labor (farm) and American labor is all that is necessary.

These are the average domestic prices, per barrel, for our best flour:

1885	\$5. 00
1888	6. 00
1890	4. 60
1892	4. 20
1894	3. 50

There has been a constant increase of competition in our line during the past four years.

A duty to cover the difference between foreign labor and American labor is sufficient.

We are manufacturing more goods than in 1892.

We pay same wages, although they bear a greater percentage to the cost of the flour than they used to—where they used to be 5 per cent of the cost they now amount to 10 per cent, owing to the decline in the price of flour.

A skilled mechanic can live in this country and support a wife for, say, \$5 per week.

We need a duty of some kind sufficient to cover the difference between the cost of labor in Argentina, Russia, and the United States.

No. 4585.

Reply of McDonald Company, of Los Angeles, Cal., manufacturers of corn meal, rolled barley, etc.

[Established in 1888. Capital invested, \$40,000.]

Annual production for 1892, about 9,000 tons; for 1893, about 10,000 tons, consisting of rolled barley, cracked corn, bran, meals, etc.

Mill averages running six months per year. In that time all the grain produced in that section is ground up.

No duty is necessary to place domestic productions on an equal footing with foreign producers.

If the duty on grain sacks was taken off it would be a great benefit to this part of the country. There were over 40,000,000 used in California last year, and less than 7,000,000 manufactured here.

The average wholesale price in 1892, was \$20 per ton; in 1893, \$14 per ton.

We have an increased domestic competition only.

We desire no duty.

As to output of goods now, compared with 1892, we produce more.

Wages have been going downward during the past twelve months, taking the country as a whole. We have made no reduction.

Have not the slightest idea as to the cost of living of families of skilled workmen.

We have no difficulty in construing the law in regard to importations.

Put grain bags on the free list.

The price of living has decreased one-half during the past four years.

The cause of depression in trade is not enough money; put more in circulation.

Our raw materials are barley, wheat, corn, and grain bags.

Our goods are necessities.

We pay 8 per cent on loans.

Immigration increases our business.

Our force is one-half skilled labor.

A reduction of duty would not affect us.

We employ 8 men while running; 3 all the time. They work ten hours per day.

Foreign articles of like kind do not compete with us.

We ship mostly to San Francisco; probably one-tenth is then exported to the Sandwich Islands.

The cost of manufacture since 1883 has been just the same for labor.

Grain is worth about one-half.

Selling prices have decreased.

All grain raised on 100 square miles around the mill is either manufactured or passes through here.

We handle altogether 500,000 to 600,000 bags annually in all localities, which is probably one-fourth of the amount raised in this country.

We pay duty on grain bags only; present duty, \$1.55 per 100 bags, which is 25 per cent of the selling price here.

There is no necessity of duty with free raw material.

Wholesale prices have decreased since 1892.

We recommend free coal, free iron, and free grain bags would be a great help to manufacturers and producers of California.

No. 4586.

Reply of August Arieus, of Boelus, Nebr., manufacturer of flour.

[Established in 1886. Capital invested, \$40,000.]

We have run full time.

We want free trade.

In regard to reducing the rates of duty one-third, no reduction in the cost of production would be necessary.

There has been no increase of competition during the past four years.

We desire no duty.

We are manufacturing more goods now than we did in 1892.

Wages are the same as before.

The cost of living has decreased during the past four years.

The present depression in my opinion is due to overproduction of grain in Europe.

Our raw materials are wheat, rye, and corn.

Our goods are necessities.

Don't borrow any money.

Immigration has been beneficial in my line of business.

We employ 2 skilled workmen—a miller and an engineer.

A reduction of duty on goods would not affect my business.

We employ 4 men; wages, \$30 to \$45. They work not less than seventy-two hours per week.

We have no foreign competition.

The cost of manufacture has decreased in material since 1883.

Selling prices have decreased since 1890.

We use agricultural productions entirely.

We pay a duty on silk and sacks.

If raw materials were free a customs duty would not be necessary.

Wholesale prices have decreased since 1892.

We want free trade. Farmers in this vicinity desire free trade.

No. 4587.

Reply of George C. Morgan, of Morristown, Pa., manufacturer of flour.

[Established in 1800. Capital invested, \$40,000.]

Amount of production per year, 600 barrels. Value, \$20,000. We are running full time.

The wholesale domestic price in 1884 was \$4.50; in 1890, \$5.50; in 1892, \$4.20, and in 1893, \$3.50 per barrel.

Western competition has increased in the past four years.

We are producing more goods than in 1892.

We have made no change in wages in the past twelve months.

Price of living has decreased in past four years.

Remedy for present depression in business, declare any corporation paying interest on deposits a monopoly, so that money will seek its value.

Wheat is our raw material.

Our goods are necessities.

We pay the rate of 5 per cent on loans.

Four-fifths of our labor is skilled.

We employ 5 persons. They work eighteen hours a day.

Foreign articles do not enter into competition.

There has been no change in cost of manufacture since 1883.

Selling prices have decreased since 1890.

All the products consumed in our manufacture are agricultural.

Wholesale prices have decreased since 1892.

Money should be loaned to manufacturers at what it is worth, instead of to banks or trust companies for them to double the interest on.

No. 4588.

Reply of George G. S. Campbell, of Alexandria, Minn., manufacturer of flour.

[Established in 1868. Capital invested, \$40,000.]

Average amount of production for the past eight years, 20,000 barrels flour, worth \$85,000; 20,000 tons of feed, worth \$18,000; total, \$103,000.

As to decrease in working time during the past two years, sometimes on account of short supplies of wheat, sometimes because there was no profit in the business.

I don't see that the tariff laws of this country cut any figure in my business. If a pressure could be brought to bear on France and Germany to induce them to admit flour free of duty, it would help the situation materially.

Domestic wholesale prices vary so much during each year it would be impossible to make a statement of any practical value.

There has been an increase in both domestic and foreign competition during the past four years.

I don't want any duty except with those countries that impose a duty on our product.

I am not manufacturing as many goods as in 1892.

I am paying just the same wages to all classes of employés.

I have no difficulty in construing the existing law.

There has been no material increase in the price of living during the past four years.

Cause of the present depression, we submit is, first, extravagance in all kinds of expenditures by all classes of people; second, inflation of values of all kinds of property, notably city, real estate and railroad and industrial stocks and bonds; third, the wasting of the surplus and squandering of the funds in the U. S. Treasury by the Harrison administration, thus creating a feeling of distrust among the foreign holders of our bonds, which resulted in the return of those bonds to this country, and the consequent drain of gold from the United States. This in turn resulted in a fright among the capitalists of this country, and the consequent withdrawal of capital from circulation. My remedy would be: An honest administration of the affairs of this country, with freedom for all and favors for none.

My raw material is wheat.

My goods are necessities.

We pay the rate of 8 per cent on loans.

Immigration has improved my business by increasing consumption.

One-fifth of my labor is skilled.

We are not now benefited by protection.

We employ, directly, 20 men. Pay for ordinary labor, \$30 per month, and for skilled labor, from \$50 to \$85 per month.

My hours of labor are from sixty to seventy-two per week.

Foreign articles do not enter into competition.

Some years 10 per cent of my manufacture is exported; others, nothing. I realize a less price therefrom.

The cost of manufacture has been just about the same since 1883.

Prices change constantly with the variations in price of wheat.

Consumption by us, directly or indirectly, of products of agriculture, 150,000 bushels of wheat and 50,000 bushels of oats, corn, barley, and rye.

I pay no duty.

I favor a gradual abolition of all protective duties and getting onto a tariff-for-revenue-only basis just as soon as it can be done without disturbing trade relations.

If it is right in this country to give the manufacturer a bonus because he helps to build up a home market for the product of the farm, it ought to be equally right to give the husbandman a bonus because he helps create a home demand for the product of the shop.

No. 4589.

Reply of B. B. Nance, of Pee Dee, Ky., manufacturer of flour and corn meal.

[Established in 1888. Capital invested, \$40,000.]

The original cost of the plant I operate was \$40,000. I bought it in 1888 for \$17,000. It has run on full time until within the last year.

Have had a local demand for all the material I could manufacture until scarcity of money, caused by low prices for produce, cut off the demand.

The tariff does not affect me, but scarce money or low prices for produce does. When I paid from 75 to 90 cents per bushel for wheat, I ran on full time and my business was profitable; now I pay 50 cents per bushel for wheat, run on half time, and can not sell my output.

There has been no increase of competition.

An increased use of silver as money or a Government issue of currency would help my business. I am compelled to pay 10 per cent interest on short loans and 8 per cent on time loans.

The capacity of my mill is: Wheat 125,000 bushels per year; corn, 100,000 bushels.

The expense of labor is less than a few years ago. Pay miller \$600 per year; assistants, \$250; common laborers, \$150.

The staple crops of this portion of Kentucky are wheat and tobacco. Christian County is the largest grower of both staples of any county in the State, but our farmers can not continue to grow them at the present prices and are rapidly going into the grass and stock business. My advice to you is, if you would make our country prosperous, give us free trade and free silver. The country is tired of this tariff-tinkering, and their condition constantly getting worse.

No. 4590.

Reply of Elder & Eckbert, of Lewistown, Pa., manufacturers of flour.

[Established in 1863. Capital invested, \$40,000.]

We do a business of \$80,000 annually.

We generally run overtime, but were reduced to one-half time part of last year, on account of the extremely low prices caused by the business depression.

Extreme competition by domestic mills, which has been the closest ever known in the milling business.

We run same class of goods at all times, and prices are regulated by price of grain.

Tendency of wages has been down for past year, and although we have made no reductions we can cut wages 25 per cent and hold all our men or fill their places satisfactorily.

Cannot give cost of living of our employés, but think they mostly spend all they make.

We think the cost of living has largely decreased in last four years, except rents, which, of course, is a local matter.

We think the present depression was caused by tardy silver legislation and uneasiness caused by proposed tariff changes.

We manufacture grain products exclusively into necessities, flour, feed, etc.

We pay 6 per cent on loans.

We think immigration helps our business, as it increases consumption.

About two-thirds of our labor is skilled. At present we have 8 employés, paid from 11 cents per hour to \$100 per month.

We are now running overtime and working our men 70 hours per week.

We do no export trade, as we find home market.

We think the cost of manufacture has decreased since 1883.

Wages, machinery, fuel, etc., are cheaper. Improved machinery has lessened cost of manufacture.

Prices rise and fall with prices of grain. Prices have decreased since 1890 and profits have decreased to about nothing.

We use all domestic agricultural products.

Can not give prices for years 1884 and 1890, but know there has been steady decrease for some years.

We have never done any export trade, but from all reports from our predecessors and from parties now engaged in export trade the best customs laws are to have a good protective duty and then reciprocity treaties with all countries possible to open up new markets. The present arrangement with Brazil is building up a trade that we hope to get into soon, and there are other countries that can, no doubt, be treated with on the same basis.

No. 4591.

Reply of The Fall Creek Milling Company, of Ithaca, N. Y., manufacturers of flour.

[Established in 1862. Capital invested, \$40,000.]

As we manufacture wheat flour, the United States exporting largely of wheat and wheat flour, an import duty on wheat or flour would make little difference with our business directly.

No. 4592.

Reply of Upton Darby & Son, of Seneca, Md., manufacturers of flour.

[Established in 1853. Capital invested, \$40,000.]

As manufacturers of flour we are not concerned directly with the amount of import duty levied, either on manufactured goods or on so-called raw material.

We manufacture about 5,000 to 6,000 barrels of flour annually.

The milling industry has been generally in a depressed condition for the past six months, and we have not averaged more than half time, due, in a great measure, we think, to tariff legislation, or rather the fear of it, since idle workmen are not good customers.

The tendency of wages has been lower for the past six months.

Our skilled workmen, we think, live on less than \$500 per annum.

The price of living has decreased in the past four years.

Our remedy for the present depression in trade would be a tariff law sufficiently high to protect home manufacturers and one which could not be changed with every change in administration. If it be the will of the people that we should have either high or low tariff let it be for stated periods of time, and make those periods long enough for manufacturers to adjust their business to changed conditions. A question which is frequently asked by advocates of a low tariff and not often answered is, how can manufacturers in this country sell goods in a

foreign country at a less price than is current here, and does this not show an exorbitant price to our own consumers? We answer, no, and the explanation is this: Take, for example, a flour mill of 4,000 barrels daily capacity; it may be able to sell all this at home, but if they make an extra 1,000 barrels for foreign trade and should make but 5 cents per barrel on it, it would mean \$50 per day, which would more than pay for the extra expense in making the extra 1,000 barrels; whereas, 5 cents per barrel would not on the whole output pay the total expenses; in other words, the increase of running expense is not in proportion to the increase of capacity.

No. 4593.

Reply of W. H. Herrold, of Athens, Ohio, manufacturers of flour.

[Established in 1875. Capital invested, \$35,000.]

Amount of production annually is 2,400 barrels of flour.

We have never run full time; can supply trade on half time.

In regard to reducing the rates of duty one-third, no reduction in cost of production is necessary if the whole duty was taken off.

Wholesale domestic price, 1884, was \$5 per barrel; 1890, \$4.75; 1892, \$4; and at present time, \$3.

Slight increased competition, domestic.

We desire an ad valorem duty, because the burden would fall with more equalization on all.

We are manufacturing as many goods as in 1892.

Tendency of wages in the past twelve months, slight advance.

Cost of living for skilled workman: Food, \$200; fuel, \$30; clothing, \$100; total, \$330, annually.

Existing laws do not affect the article we manufacture.

Price of living in this locality has decreased to a slight extent.

Cause of depression, overproduction. Remedy, reduce the tariff, give us foreign markets, and wise legislation of silver.

All of our materials are raw—wheat.

The goods we manufacture are necessities. Flour, etc.

Rate of interest on loans, 6 per cent.

Effect of immigration on our business, slight benefit through consumption.

Proportion of skilled labor employed, one-half.

Reduction of duty on goods will make no change in business.

Number of men employed at present time, 2. Wages, skilled, \$60 per month; ordinary, \$33.

Hours employed per week, sixty.

Foreign articles of like kind do not enter into competition with ours.

None of our manufacture is exported.

The cost of manufacture since 1883 has decreased in materials.

Selling prices since 1890 have decreased.

All of the materials consumed in our manufacture are agricultural productions; wheat, corn, and oats.

We use no materials on which we pay duty.

As to necessity of duty with free raw material, it would make no difference to us.

The wholesale prices for 1884 were \$5 per barrel; 1890, \$4.75; and in 1892, \$4. They have decreased since 1892.

Reduce the tariff to a revenue basis.

In conclusion would state that what our flour export trade needs is a tariff policy and consular service, calculated to widen our present flour markets abroad and open new ones.

No. 4594.

Reply of Luther Pierce, of Orion, Mich., manufacturer of flour.

[Established in 1857. Capital invested, \$31,000.]

During the last two years the mill has been idle for want of sales at a profit and lack of wheat, as farmers have abandoned wheat and corn in this section on account of low prices.

There being no foreign shipments to this country, I do not think that duty would affect it at all.

If foreign countries could be induced to place wheat and flour on an equal footing with wheat it might help the milling business of this country.

The domestic wholesale prices of flour: 1884 were \$5; 1890, \$4.80; 1892, \$3.75; and in 1894, \$2.25.

There has been no foreign competition—all domestic.

Being a life-long Democrat, I desire to see once more a free trade or a duty ad valorem and give the same to one man as another, and not put cheap goods at 1.20 per cent and high-priced goods at 25 per cent. I think our present tariff code an imposition to three-fourths of this country.

I am not manufacturing at all on account of an overstocked market. In 1892 was running about half time.

Wages have been tending downward.

Have no difficulty in construing existing law and no suggestion to make.

The cost of living has decreased in four years.

No. 4595.

Reply of H. T. Holladay, of Rapidan, Va., manufacturer of flour and corn meal.

[Established in 1855. Capital invested, \$30,000.]

I have bought and manufactured wheat and corn raised in the surrounding country, and have never either imported or exported, and therefore have very little knowledge of what effect tariff has on these articles. I usually grind from 20,000 to 25,000 bushels wheat, and from 15,000 to 20,000 bushels corn per annum, the value of which depend on the market price of grain. I have kept no accurate account of cost of same each year.

In February, 1884, I sold flour (wholesale) at \$5.50 per barrel and meal at 66½ per bushel; 1890 flour \$4, meal 40 cent; 1892, flour \$4.75, meal 47 cents; at present flour \$2.85, and meal 37 cents.

There has been some business competition in this section, but not to extent of affecting my business much.

Cost of living is not so great as it was, but, owing to depression in trade and low-price grain, it is more difficult to meet family expenses.

In my opinion this depression is from no one cause. Overproduction, fostered by protection, is a potent one, I think: heavy taxation in the country by reason of high protective tariff is another and not the least. Agitation on the subject of finance is another, though not so potent a cause as the high protective tariff. If Congress will let the silver question rest, and pass the Wilson bill, either with or without the income clause, confidence will return, business revive, and prosperity of the country be restored to the condition enjoyed previous to the Harrison administration.

No. 4596.

Reply of William Bell & Sons, of Millbrig, Ill., manufacturers of flour.

[Established in 1861. Capital invested, \$30,000.]

Our yearly production from commencement of industry has been \$40,000 worth of flour for domestic trade.

We run on an average of one-half time.

To place domestic productions on an equal footing with the foreign product, no duty is necessary. Want foreign trade for flour.

As to domestic wholesale price of goods: 1886, \$4 per barrel; 1890, \$4.90; 1892, \$4.10; present date, \$3.30.

There has been a very large increase in domestic competition during the past four years.

We do not desire any duty whatever for our business.

We are not producing as many goods as in 1892, due to excessive competition.

Tendency of wages has been slightly lower during past twelve months.

Cost of living has decreased 20 per cent during past four years.

Present depression is due to overproduction and no foreign demand.

A reduction on tariff or anything to build up a foreign market.

Wheat is our raw material.

Our goods are necessities.

We pay the rate of 6 and 7 per cent on loans.

Immigration has had no particular effect on our business that we can see.

About one-half of our labor is skilled.

There is no duty on our goods now.

We employ 5 men. Wages, \$30 per month.

Foreign articles do not compete with ours.

No part of our manufacture is exported.

There has been no change in cost of manufacture since 1883.

Our selling prices have decreased since 1890.

We consume all agricultural productions in our manufacture.

None of our component materials are dutiable.

Our wholesale prices have decreased since 1892.

We would favor anything to foster a foreign demand for our products, as there evidently is a great overproduction, with no outlet.

No. 4597.

Reply of Roswell Mills, of Roswell, N. Mex., manufacturer of wheat and graham flour, corn meal, and lumber.

[Established in 1881. Capital invested, \$30,000.]

We manufacture patent flour, family flour, two classes corn meal, graham flour, two kinds; grits, chopped feed, etc.; a regular custom and merchant milling business. Also a lumber planing mill connected.

Our capital is invested in buildings, machinery, lands, water rights, tools and fixtures, including cash in banks to run with.

The amount of production each year is about 100,000 barrels flour, worth \$4 to \$5 per 100 pounds; 50,000 pounds corn meal, worth \$3 to \$4 per 100 pounds; miscellaneous mill product, about 100,000 pounds, worth on an average of \$2 to \$3 per 100 pounds. Lumber planing, re-sawing, etc., all custom work, amount to \$1,000 per year.

Have been running not exceeding four months in each year the past two years. Have been doing said four months' work through the entire year—mostly custom work. Why? Because farming is not encouraged here, which I principally depend on in my business, as I do not import any raw grain nor manufactured products, nor ship out any grain nor products. As this is calculated as a stock country, but of late is not even that, the stockmen naturally oppose farming, because it shortens the only grass pasture that is left for them. Hence, the merchants here also oppose farming, because otherwise it will give me more business and less for them, because they make a very large profit on everything they ship in, etc.

It would be necessary to put a heavy duty on all home manufactured articles in order to put it on equal footing with the imported articles, on such as flour, corn meal, grain of any kind, bran, pork, canned and dried fruits, honey, woolen manufactured goods, raw leather and lumber, in order to encourage home industry.

There exists no duty on above-mentioned articles.

Wholesale prices were one-fourth higher from 1884 to 1892 than they are now.

The competition to my goods since four years past has been principally from cheaper shipped-in goods, hence lowering the price.

I would desire a duty not less than 50 per cent ad valorem on all such articles as mentioned above.

I am not manufacturing as much now as in 1892. Why not? Because my competitors (the stores here) are shipping it in at a very low price and on long credit to pay for it.

The tendency of wages during past twelve months has been for a decrease.

Expense of living of families of skilled workmen would be at least double as in the States.

We have no difficulty in construing existing laws. We have nothing to recommend, except that in order to make wages for our work here we need a heavy duty on such imported goods as are mentioned above.

The price of living has decreased here during the past four years.

Cause of present depression is stringency of ready money. We advise free silver coinage or something similar.

Grain and lumber are my raw materials.

My goods are necessities of everyday life.

We pay from 10 to 50 per cent on loans.

Immigration has had an encouraging effect on my business.
 There is no reduction of duty on goods to fear; none on it now.
 I employ four boys; wages low.
 Our hours of labor are about half time each day at present.
 Foreign competition has increased to the extent of lowering prices.
 None of my manufactures are exported.
 Cost of manufacture has decreased about 10 per cent or less.
 Decrease has been in both labor and material, especially material.
 Our selling prices have decreased since 1890.
 I use only domestic agricultural products in my manufactures.
 None of my component materials are dutiable.
 There is no duty on my raw materials, but we need one.
 Rates of duty have been much lower since 1892.

No. 4598.

Reply of Mitchell & Brown, of Maumee, Ohio, manufacturers of flour.

[Established in 1869. Capital invested, \$30,000.]

Amount of production of flour and feed has been \$125,000 to \$150,000 per year.

The price of our goods varies largely according to the price of wheat.

Price of living during the last four years has decreased somewhat; about 10 or 15 per cent.

Free trade or a protective tariff does not affect our business very much, but many other manufacturers are suffering from threatened free trade. Remedy: A declaration on the part of the Government that the tariff law of 1890 shall stand.

Rate of interest is 7 per cent.

We employ one-half skilled labor.

Number of employés, 12; wages are from \$1.25 to \$2.50 per day. They work sixty hours per week.

We export but very little of our goods.

Cost of production does not change much from year to year.

No. 4599.

Reply of Thornburgh Milling Company, of Martinsville, Ind., manufacturers of flour, and corn meal.

[Established in 1878. Capital invested, \$30,000.]

The domestic wholesale price of flour was, in 1884, \$5.40 per barrel; 1890, \$4.80; 1892, \$4.40; and at the present time, \$3.

There has been a marked increase in competition in four years.

We prefer specific duty, because it produces more revenue at the same rate.

We manufacture about the same as in 1892. Our business is steady.

The tendency of wages has been very much downward the last twelve months.

As to the cause of the present depression, we believe it to be due largely to overproduction in a great many things, and an over extension of credits in almost all things, together with a lack of confidence in the stability of our Government when it is managed largely by those who tried for so long to overthrow it. As to the remedy there is no direct one. Give the people confidence in the Government and our great resources will naturally restore us to our former prosperity.

No. 4600.

Reply of Landes & Bros., of Yerkess, Pa., manufacturers of flour.

[Established in 1872. Capital invested, \$30,000.]

We have been running one-half time for about six months, because we could find no market for our product.

To place domestic products on an equal footing with foreign products, no duty is necessary.

The wholesale domestic price was \$5 per barrel in 1884, \$5.25 in 1890, \$4.50 in 1892, and \$3.25 at the present time.

There has been an increase in domestic competition during the past four years.

We are producing as many goods as in 1892.

Wages have been going downward during the past twelve months.

Cost of living of a skilled workman is \$400 a year; can not give items.

We do not think price of living has changed much during past twelve months.

Remedy for present depression in trade, pass the Wilson bill.

Our raw materials are wheat, corn, and rye.

Our goods are necessities.

We pay 5 per cent on loans.

Do not know that immigration has had any effect on our business.

Our force is one-half skilled labor.

We employ 6 men; wages paid, \$200 to \$400 per annum. They work seventy-two hours per week.

We have no foreign competition.

No. 4601.

Reply of Lorig, Weber & Co., of Laporte, Ind., manufacturers of flour.

[Established in 1880. Capital invested, \$30,000.]

Within the last year trade has been reduced about one-fourth, due principally to the trade of the larger mills being changed in a great measure from the foreign to the home market.

The duty cuts no figure in our line.

Prices were \$4.60 per barrel in 1884, \$4.15 in 1890, \$4.50 in 1892, and \$3.15 at present.

We prefer a tariff corresponding to the actual value of higher or lower, according to the labor expended in its manufacture.

Bread and meat have decreased in value 35 per cent, clothing 5 per cent, groceries 10 per cent; in house rent no change in the last four years.

We attribute present depression to (1) uncertainty of silver question; (2) overproduction in manufactured articles, rails, and rolling stock of railroads, owing to large crops and world's fair; (3) farmers holding their wheat when crops were large and prices high, thereby stimulating production elsewhere, causing not only a drop in price but a surplus in the market. A revision of the tariff as pledged in 1892, without delay, will be the order for all hands to return to work.

No. 4602.

Reply of The Moundbridge Milling Company, of Moundbridge, Kans., manufacturers of flour and corn meal.

[Established in 1886. Capital invested, \$30,000.]

Have been running full time for three years.

We have no information relative to importing as connected with our business. Have exported flour for four years, mostly to Belgium and an occasional small lot to the British markets. Have about completed connections with the Danish market for Copenhagen, so that we expect to do business with that market also.

Can not say that we notice any late effect on our business connections with foreign markets resulting from proposed tariff legislation. The general depression, however, is felt.

No. 4603.

Reply of Cayuga Milling Company, of Cayuga, Ind., manufacturers of flour, etc.

[Established in 1884. Capital invested, \$30,000.]

Have run on short time in past ten or twelve months; lack of orders the cause.

We need no duty to protect our goods.

Domestic wholesale prices of goods: 1885, \$4.25; 1890, \$4.30; 1892, \$4.40; 1894, \$2.80 per barrel for flour, which is our chief product.

Have felt an increase in competition during the past four years.

Are not manufacturing as many goods as in 1892. Not so much demand now.

Price of labor is lower than in 1891.

Cost of living has decreased.

Cause of depression, tariff agitation. To remedy it, let the tariff remain as it is and retain our home markets.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Seventy-five per cent of our labor is skilled.

We employ 6 men at \$1.50 per day of ten hours.

Our hours of labor are sixty per week.

There are no foreign competing articles in our line.

Our trade is all local.

Cost of manufacture is about the same; probably slight decrease in labor since 1883.

Selling prices have decreased since 1890.

All agricultural products used in our manufacture.

None of our component materials are dutiable.

No. 4604.

Reply of Olathe Roller Mills, of Olathe, Kans., manufacturers of flour.

[Established in 1868. Capital invested, \$30,000.]

We have manufactured on an average about \$45,000 per year of flour and feed for twenty-five years.

We ran only about seven-eighths time in 1892 and three-fourths time in 1893 of daytime.

The present duty on flour is sufficient, but if the tariff is taken off of wheat and flour and we should import them, then many of the mills would suffer.

The domestic average wholesale price of straight or extra fancy flour in 1884 was \$4.60; in 1890, \$4.10; in 1892, \$3.40; and at present, \$2.30 per barrel of 196 pounds.

The increased competition, new mills (domestic), in the past four years must be about 20 per cent.

We are not making as much flour as in January and February, 1892. The reasons are: Too much domestic competition and not enough foreign demand, on account of overproduction of wheat in all export countries.

Wages are about 10 per cent lower than in 1892.

The cost of living per family of 4 is from \$4 to \$8 per week, including house rent, as follows: Meat, \$1; sugar, 25 cents; coffee and tea, 25 cents; flour and meal, 40 cents; coal, 30 cents; clothing, 50 cents; rent, \$1; sundries, 30 cents. Many use much more and some less. One of my men saves \$5 each week out of the \$7.50 he earns; but pays no rent, having his own house.

The price of living has decreased about 15 per cent in the last four years.

The fear of sweeping changes in the tariff has caused depression in business. Let it alone and we will have good times again.

About 83 per cent of our component materials are raw, including wheat and coal.

Our goods are necessities.

We pay the rate of 8 to 10 per cent on short loans.

Immigration has not had any effect, as I can see, on my business.

One-third of my labor is skilled.

We employ 6 men; \$2 to \$2.35 for skilled and \$1.25 for ordinary, for ten hours' work. They work about forty-five hours per week, sixty when we run full daytime.

There are no foreign competing articles in my line.

We don't export any directly.

The cost of manufacture has decreased about 40 per cent since 1883—mostly in materials; wheat is only about half as high now.

Selling prices since 1890 have decreased about 50 per cent.

Seventy-nine per cent of agricultural product (wheat), $4\frac{1}{2}$ per cent fuel, $4\frac{1}{4}$ per cent bags, 9 per cent labor, $3\frac{1}{4}$ per cent repairs, etc., consumed in my manufacture.

There is no change whatever at present in the existing rates of duty. Give the present tariff a few years' trial and then the defects will be found, and necessary changes can be made without bankrupting many of our industries and reducing wages to an European level.

No. 4605.

Reply of Arnold Bros., of Le Sauk, Stearns County, Minn., manufacturers of flour.

[Established in 1859. Capital invested, \$30,000.]

Have been running less than full time all of past two years, on account of scarcity of wheat and dullness of markets.

Flour in 1884 was worth \$5 per barrel; in 1890, \$4.50; in 1892, \$3.90; this date, \$3.

Domestic competition has increased.

We are not producing as many goods as we did in 1892, owing to dullness of markets and hard times.

Wages remain the same.

The price of living has decreased since 1892. Do not know what per cent.

The present depression is due to lack of confidence of manufacturers, capitalists, etc., the press, and "monkey work" of Congress. Some decisive action on the part of Congress is much desired.

Wheat is our raw material.

Our goods are both luxuries and necessities.

We pay the rate of 8 per cent on loans.

Immigration does not affect our business.

Thirty-three and one-third per cent of our labor is skilled.

We employ 8 men, at \$60 per month for skilled and \$30 for ordinary labor.

We work sixty hours per week.

Foreign articles do not enter into competition.

We do not export anything.

The cost of production has decreased about 50 per cent. The decrease has been in material.

Selling prices have decreased since 1892.

We pay no duty on our component materials.

There would be no necessity for a customs duty with free raw materials.

No. 4606.

Reply of ———, of ———, manufacturers of flour.

[Name and location withheld by request.]

[Established in 1887. Capital invested, \$29,000.]

Grinding capacity, 120,000 bushels wheat per annum; amount flour produced, about 4,800,000 pounds annually; bran and shorts, 2,400,000 together, annually. In 1888 average value \$2.40 per 100 pounds for flour; in 1889, \$2.30; in 1892, \$1.80; in 1893, \$1.60; bran, etc., in proportion.

We have been running full time during the past four years.

We favor ad valorem duty and absolute free trade in raw materials that enter into manufacture of domestic products, for the reason that we now produce more than is consumed at home, and to meet foreign competition we must buy raw materials which enter into manufactured products as cheaply as our foreign competitors.

There has been an increase of competition in our line.

We are producing as many goods as in 1892.

Wages remain about the same; in some cases a slight reduction, from 10 to 15 per cent.

The price of living has been about the same during the past four years.

We pay not less than 10 per cent on loans.

Immigration is beneficial to our business as it increases home demand.

About one-third of our labor is skilled.

We pay the first and second miller \$75 and \$52, respectively, per month; engineers, two, each \$50 per month; flour packers, two, each \$39 per month; teamsters, \$32 per month, and common laborers, per day, \$1.25.

Our hours of labor for millers, engineers, and packers, eighty-four each per week.

About 40 per cent of our product is exported. Price realized abroad differs but little from that obtained at home; we get little better prices at home.

There has been a slight decrease in the cost of manufacture since 1883. The decrease has been in labor.

The cause of the depression in trade, as I see it, may be imputed to the panic, which at first commenced in Australia, and, on account of our present monetary system, reached this country on account of the following cause: The capitalists of the Old World had large investments in Australia and were extensive owners of American securities. In order to protect their interests in their own colony, they threw their holdings of American securities on our home markets and withdrew American gold and sent it to protect their interests in Australia. This drain of gold, coming so suddenly, tightened our home money markets from Maine to California. Our merchants and managers of large manufacturing establishments are necessarily large borrowers, and have at all times more or less paper afloat which they expect to renew from time to time, as their necessities require. Now, when this panic reached us our merchants and manufacturers applied for extensions and renewals of their paper. Owing to the stringency, they, in many instances, were met with positive refusal and a demand for payment. This demand

meant a sacrifice of collaterals, which, added to the offerings from abroad, crushed our markets for securities and wiped many out of existence. So, for the want of money to operate them, factories were closed, thousands of men were thereby thrown out of employment, and idleness and waste supplanted thrift and industry, and 2,000,000 of American freemen have become a public charge through no fault of theirs.

I apprehend that some gentlemen will aver that all this trouble is brought about by a lack of confidence, and refer me to the fact that over a hundred millions of money are idle in New York City alone. My reply is, that a lack of confidence is, in my opinion, simply another name for the want of money. We, as business men, have any amount of confidence in an individual or corporation when they are in a position to meet all their obligations promptly, but we lack confidence in either when we ascertain that they can not meet their demands.

The idle millions in this country to-day are idle because the avenues for the employment of vast sums of money have been permanently closed by the wrecking of manufacturing establishments and large concerns during the recent money panic. These institutions will not be reopened until the evil that caused this disaster has been removed. This may be done by establishing a financial system that will at all times keep this nation supplied with a sound, stable, and ample currency, and thereby protect our conservative business men and producers from the evil consequences growing out of the hairbrained, mythical schemes and speculations of the other sections of our globe, in which we have no interest, and should not be compelled to share by having gold withdrawn and securities returned which are not legal tenders, but are an interest-time investment, good as collateral, but valueless as a legal tender.

Remedy: Demonetize gold and silver in coin form as money; simply use them as a basis on which to issue United States Treasury notes that should be made full legal tender for all debts and dues, public and private. Issue on the thousand millions of gold and silver now in this country \$2 or \$2.50 to one of bullion or coin as might be deemed prudent, maintaining the present gold unit of value in bullion. Allow silver mines that are now owned and operated in the United States to present their bullion at the Treasury Department and receive Treasury notes for the same, the market price of refined bullion to be the price paid by the Secretary of the Treasury for such bullion in Treasury notes at the time presented. These Treasury notes should be redeemable in bullion at the option of the holder on demand. What is to hinder the foreigner from returning our securities and taking our bullion, thereby destroying our metallic basis? That's his privilege; but in returning our securities for which he paid gold or its equivalent at the time of financial ease is regarded as better than idle gold. The Secretary of the Treasury should be authorized to take the Treasury notes that he may be called upon to redeem and invest them in the best bonds to be had on our American market and hold then in lieu of the bullion that he may have paid out to redeem Treasury notes, thereby keeping the Treasury notes at all time in circulation, preventing a money famine by the withdrawal of our bullion. When the crisis has passed, these bonds may be sold and the proceeds used to purchase and replace the bullion. If more of the notes should be presented for redemption than we have bullion to redeem with, the Secretary of the Treasury should be authorized to issue and sell United States bonds in sufficient amount to provide for such a contingency. Such a demand would, under the condition, be hardly possible and surely not probable, as it would come, if at all, not from this but from other nations.

How do you propose to maintain a parity between gold and silver after the silver has been purchased by the Secretary of the Treasury? The fluctuations in the price of silver bullion will be small, as the present price is very low; only mines containing high-grade ore can be worked at a profit. By opening a new avenue for the use of silver it will have a tendency to sustain the price of it. In any event, it would be far better for our people to make good any depreciation that might take place in silver bullion purchased by the Secretary of the Treasury by a bond issue, if need be, than to submit to such a ruinous shrinkage in all values as we have had to sustain in the past year, which, in my opinion, would more than repay any loss that may arise by the depreciation on the amount of silver bullion we will require as an auxiliary to gold bullion on which to base a currency issue for generations to come. What per capita currency circulation would you deem prudent to issue? I would continue the purchase of bullion and issue Treasury notes from year to year until \$50 per capita is reached. I would then maintain the currency at this figure and continue to purchase the bullion offered with the Treasury notes, which would from time to time be presented for redemption, and issue a lesser amount of Treasury notes against same until we reach a point where we will have an actual dollar of bullion value behind each Treasury note issued. After this point has been reached Treasury notes could be issued against bullion offered dollar for dollar.

No. 4607.

Reply of Andrew Jackson, of Crystal, N. H., manufacturer of flour and shingles.

[Established in 1863. Capital invested, \$25,000.]

I own a farm well stocked, a common country grist mill, and a general variety store of dry goods and groceries, flour and grain, hardware, etc. Also, I manufacture from 2,000,000 to 4,000,000 shingles per year. My business is very good, even this year. I am paying my help just the same wages that I have paid for the last ten years. Shingles are selling a little slow just now. I believe if they would go right on and pass the Wilson bill and let it become a law that business would be good.

No. 4608.

Reply of Franklin & Frick, of Severance, Doniphan County, Kans., manufacturers of flour.

[Established in 1871. Capital invested, \$25,000.]

Amount of our production.

Year.	Flour.		Bran and shorts.	
	Barrels.	Value.	Tons.	Value.
1890.....	7,750	\$37,200	344	\$4,032
1891.....	8,150	40,687	350	3,600
1892.....	8,400	33,212	400	4,094
1893.....	8,300	28,288	317	3,062

Have been obliged to run on short time because of increased competition.

Our domestic wholesale prices in 1890 were: Flour, \$2.40 per 100 pounds; bran and shorts, \$12 to \$14 per ton; in 1891, flour, \$2.50 per 100 pounds; bran and shorts, \$10 to \$12 per ton; in 1892, flour, \$2.50 per 100 pounds; bran and shorts, \$10 to \$12 per ton, and in 1893, flour, \$1.70 per 100 pounds; bran and shorts, \$9 to \$12 per ton.

We have had an increase in domestic competition as more mills have been built.

We are manufacturing about the same amount of flour as in 1892.

Wages have been about the same with us.

Cost of living has decreased as to flour.

Uncertainty as to changes to be made in tariff laws has caused depression.

Our raw materials are wheat and sacks.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Our skilled labor is one head miller and two assistants.

We employ 3 men; miller, \$75 per month; assistant, \$40.

Our hours of labor are sixty-six per week.

None of our goods are exported.

Cost of manufacture has been about the same since 1883.

Selling prices since 1890 have decreased.

Of agricultural products we use wheat and corn; of domestic, cotton for sacks.

Wholesale prices have been as follows: 1890, \$4.80 per barrel; 1892, \$5 per barrel.

No. 4609.

Reply of Fred Renard, of Oakland, Nebr., manufacturer of flour.

[Established in 1873. Capital invested, \$25,000.]

Can not state amount of production, as kept no book for that purpose, and the most of our work is custom for toll.

When the water of the creek is too high or too low, and so we have no power to run, and in cases of repairs, we run less than full time.

At the present we are on equal footing with the foreign producers. The price is here so low that no outsider would think to send a sack of flour in this country. The overproduction of flour of the American miller is so enormous that they undersell each other under cost. A rate of duty is not necessary to place us millers on an equal with the foreign producer.

No reduction in cost of manufacture is necessary if duty is reduced one-third.

The price per barrel, 1884, \$4 to \$4.50; 1890, \$4 to \$4.40; 1892, \$3.80 to \$4.80, and in 1894, \$2.60 to \$3.60.

In my line of manufactures there has been increased competition.

I am manufacturing about the same amount of flour as in 1892.

Wages have decreased in past twelve months.

I think two families of skilled workmen could easily by economy get along with \$2 per day.

I have no suggestion to make concerning importations; but think there is not at present any importation of the articles I produce.

The price of living in my locality has decreased about 15 per cent in the past four years.

Causes of depression are overproduction, high tariff, and tariff war. We favor no nation, and no nation favors us. The unsettled question is about silver, artificial booms, and securities. The farmer has to sell low under stipulated foreign market price, and has to buy high. Squandering of public funds, trusts, too much pensions, and to them who are not in need, too many tramps, wages too high for foreign competition. The laborer must have a chance to live cheaper and substantial; the pressing of labor into cities, and the disgust of them for farm work; the dangerous situations of the labor problem to force affairs by strikes and revolt. As a nation we were living over our means and borrowing too much money. It had to be paid all at once, and then the trouble commenced. Remedy to correct it: To settle the silver question by international understanding so as to have it more permanent; tariff only for revenue—as you can not protect all protect no one; one kind of money and metallic value in it; to regard those nations who buy our farm and other produce as our best friends, and not insult them publicly by ramming down their throats, You must have our wheat, pork, or beef! What would the nation be without the agriculturalist? Their market should not be jeopardized by cranks. Strict economy in Government, State and private affairs; no monuments from public funds, as our debts are enormous, and we can not pay them with rags. Then let us do our duties as good citizens and not put our hands in our pockets.

Our goods are necessities.

We pay 7 per cent on loans.

Immigration has good effect—more consumers and good workers.

Two-thirds of our labor is skilled.

I would meet reduction of duty on goods with the best grace.

I employ 4 men. Skilled labor, \$2 per day; ordinary, \$1.50 per day.

They are employed fifty-four hours a week.

No foreign articles of like kind compete with ours.

We have no exports.

The cost of manufacture has been about the same as in the past four years.

Selling prices have decreased since 1890.

Production consumed in our manufacture is all agricultural.

I think duty for revenue is all that is necessary.

I have no suggestions to make as to rates of duty; statesmen enough to answer.

No. 4610.

Reply of Amasa S. Cox & Co., of Belvidere, Ill., manufacturers of flour, corn meal, etc.

[Established in 1878. Capital invested, \$25,000.]

Our work is largely gristing for farmers.

We have run only a fraction of the time. Increased production of wheat and flour in the West and Northwest have resulted in reduced prices and more competition. Farmers here can buy their flour cheaper

than to raise it. Chinch bugs have also prevented the raising of wheat to a large extent locally.

Prices are continually changing with the market, but the tendency has been continually downward for several years.

Competition has increased in our business the past year.

Either ad valorem or specific duty or any other measure which will secure to the farmer a better price for wheat will suit us.

We can not afford to manufacture as extensively as in 1892.

Wages have had a downward tendency during the past twelve months.

The cost of living has not materially changed.

The present depression is due to fear of the action of Congress on the tariff. It is partly a popular scare. The remedy doubtless lies in such prompt wise legislation in accord with Republican principles as will settle all doubts as to the future, especially on the tariff and silver questions.

Our raw materials are wheat, corn, rye, oats, buckwheat.

Our goods are necessities.

We pay the rate of 6 to 7 per cent on loans.

Immigration has not had much effect, if any, on our business.

Have no help employed now; do all work ourselves; no business nor money to pay help.

We do not export; could not except at a loss.

Cost of manufacture has not materially changed since 1883 except as the market on grain varies.

Selling prices have decreased since 1890.

No. 4611.

Reply of Louisville Roller Mill Company, of Louisville, Kans., manufacturers of flour.

[Established in 1866. Capital invested, \$25,000.]

Amount of production is about \$30,000 worth of flour and mill products.

We have run about one-half time for the past two years for want of sale for our products.

Domestic wholesale price: 1890, \$4 per barrel; 1892, \$3; 1893-'94, \$2.

Competition has increased.

We are not manufacturing as many goods as in 1892 for want of a market.

Wages have decreased in the past twelve months.

About \$600 per year is the cost of living.

Price of living has decreased about 10 per cent in past four years.

The cause of the present depression is tariff agitation. Make it a criminal offense for anyone to suggest tariff legislation.

Wheat and corn are our raw materials.

Our goods are necessities.

Ten per cent per annum is paid on loans.

Our labor is all skilled.

Do not think duty affects us directly.

We employ 5 men and pay \$40 to \$70 per month. They work thirty hours a week.

None of our goods is exported.

Cost of manufacture has increased since 1883; skilled labor is higher. There has been a decrease in selling prices since 1890.

No. 4612.

Reply of Ernst Meyer, of Oak, Nuckolls County, Nebr., manufacturer of flour.

[Established in 1888. Capital invested, \$25,000.]

I produce 15,000 barrels of flour annually; value of production is about \$41,000 at present prices.

I have made no decrease in working time during the past two years.

To place domestic productions on an equal footing with the foreign product there is no duty necessary.

If the rate of duty were reduced one-third on goods I would make no reduction in cost of manufacture.

Our prices were: 1890, first grade, \$4.40 per barrel; second grade, \$4; 1892, first grade, \$4.70; second grade, \$4.10; present prices, first grade, \$3.20; second grade, \$2.60.

I have had an increase in competition in my line.

I desire neither duty, because in our line it would be no benefit.

I am manufacturing as many goods as in 1892.

In this establishment wages have increased.

I have no difficulty in construing the present law.

The cost of living has not changed since 1890.

The cause of the present depression is the uncertainty of pending legislation among our large manufacturers, consequently the lack of confidence to run their establishments and by this means the lack of consumption by our laboring class of people. Our laws are good enough.

Wheat is our raw material.

Our goods are necessities.

I pay from 12 to 18 per cent per annum on loans.

Immigration has no effect on my business.

Three-fourths of my labor is skilled.

I employ 4 men. We run one hundred and forty-four hours per week.

No foreign articles enter into competition with us.

Prices realized from exportation are about the same as from domestic consumption.

The cost of manufacturing has increased since 1883 in labor.

About one-fourth to one-sixth of wheat is the amount of agricultural production consumed in my manufactory.

If raw materials were free we would need no customs duty on manufactured articles.

My prices have decreased.

I have no difficulty in construing the present law.

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No. 4613.

Reply of Foote & Gilman, of New London, Wis., manufacturers of flour.

[Established in 1884. Capital invested, \$25,000.]

Yearly amount of production.

Year	Flour.	Feed.	Total.
1885	\$50,000.00	\$21,401.07	\$71,401.07
1886	50,000.00	23,239.24	73,239.24
1887	50,000.00	25,000.00	75,000.00
1888	55,000.03	35,000.00	90,000.00
1889	55,000.00	35,000.00	90,000.00
1890	60,000.00	40,000.00	100,000.00
1891	55,000.00	35,000.00	90,000.00
1892	47,000.00	23,000.00	70,000.00

We have not run full time during the past two years as there has been no market for the goods.

To place domestic productions on an equal footing with the foreign product the rates of duty should be the existing tariff law; reason, this law has been tried and given universal prosperity to the whole country. So much depends on whether the industries of the United States are to be sufficiently protected to insure general prosperity and employ the labor of the country at fair wages.

In 1885, flour was \$4 per barrel; feed, \$17 per ton; in 1890, flour, \$4 per barrel; feed, \$19 per ton; in 1893, flour, \$2.80 per barrel; feed, \$16 per ton.

There has been no increased competition but a decided decrease in consumption.

We prefer specific duty as it is more simple and less liable to be evaded.

We are not doing as much business as in 1893 because there is not as much demand for the goods.

Wages are going down and more than one-half the working people are getting no wages.

We do not import.

Cost of living has decreased in four years, but we can not state the extent.

The present depression is due to the prospect of change of our protective tariff to one for free trade or revenue only; demand for the repeal of tax on State bank issues, and clamor for free coinage of silver at the ratio, 15 to 1. Remedy: Reenact the reciprocity clause which the House repealed, pass a resolution to the effect that there shall be no more tariff legislation during this administration, and defeat all schemes for a depreciated currency, and business will improve at once.

Our raw materials are wheat, rye, corn, and oats.

Our goods are necessities.

We pay the rate of 7 per cent on ninety days' paper.

Our labor is one-third skilled.

Reduction of duty on goods must be met by reducing cost of labor and fuel.

Wages, \$1.25, 1.50, \$175, and \$2 per day.

We give 4 men steady employment; and 2 extra, when there is work. Our hours of labor are sixty per week.

No foreign articles compete in our line. None of our goods are exported.

Cost of manufacture has decreased 10 per cent since 1883. Cost of labor and fuel have decreased 15 per cent.

The decrease has been in material and labor; principally labor.

Selling prices have decreased since 1890.

The consumption by us, of products of agriculture, includes all the wheat, rye, corn, oats, and the wood needed for fuel.

We use only American goods and pay no duty.

We think no duty would be necessary on manufactured articles with free raw material.

Wholesale prices have been as follows: In 1885, wheat, 70 cents per bushel; rye, 50 cents; corn, 40 cents. In 1890, wheat, 70 cents; rye, 45 cents; corn, 40 cents. In 1892, wheat, 65 cents; rye, 50 cents; corn, 40 cents. In 1893, wheat, 48 cents; rye 37 cents; corn 35 cents.

Decrease since 1892, has been wheat, 17 cents per bushel; corn, 5 cents; rye, 13 cents.

No changes in our existing tariff laws are necessary.

No. 4614.

Reply of Horton Bros., of Palmyra, Wis., manufacturers of flour.

[Established in 1843. Capital invested, \$25,000.]

If the duty was reduced there would be no use trying to do anything. There has been more than double the competition from western mills.

We are not making as many goods as in 1892 for there is no demand.

The tendency of wages is lower, help being plenty. They get \$1.50 to \$2 per day and they spend all they get.

No. 4615.

Reply of C. H. Brown, of Dakota City, Iowa, manufacturer of flour.

[Established in 1886. Capital invested, \$25,000.]

Have not run less than full time in past two years.

Price of flour in 1884 was \$6 per barrel; in 1890, \$4.50, and in 1892, \$4; present time, \$3.

Competition has increased in the past four years.

I desire a specific duty, because the Government will receive more revenue, as goods will be imported at their actual value.

Lower wages are paid now.

Price of living has decreased 20 per cent in past four years.

Cause of depression is the threatened legislation on the tariff. Defeat the Wilson bill and pass a resolution declaring for the maintenance of the present tariff; pass your appropriation bills and adjourn Congress.

Our goods are necessities.

We pay 10 per cent on loans.

No. 4616.

Reply of Las Animas Milling Company, of Las Animas, Colo., manufacturers of flour.

[Established in 1890. Capital invested, \$25,000.]

Amount of production of flour and bran is \$75,000 annually.

We were running half time last year on account of general depression.

Duty does not affect us as we can see.

Our prices have declined one-half since 1890.

There has been an increase in competition during the past four years.

Wages have declined one-third in the past year.

Cost of living of our workmen is \$40 per month, for a family of 4; groceries, \$20; dry goods, \$10; rent, \$5; coal, \$5.

Price of living has decreased one-third during the past four years.

Remedy for the present depression: Make money less valuable and our real estate worth more, if possible.

We pay 12 to 15 per cent per annum on loans.

Immigration helps our business very much.

One-half of our labor is skilled.

No. 4617.

Reply of J. G. Bayne & Bros., of Bagdad, Ky., manufacturers of flour.

[Established in 1884. Capital invested, \$25,000.]

Production of mill products, flour and offal, amounts to \$30,000 per annum.

We have sometimes run less than full time from lack of wheat and trade.

Domestic wholesale price of flour in 1884 was \$4.50 to \$5 per barrel; in 1890, \$4.50 to \$5; 1892, \$3 to \$3.25.

There has been an increased competition in our line of manufactures during past four years.

We are not manufacturing now as many goods as in 1892. We are overstocked and can not sell.

Tendency of wages has been downward during past twelve months. Engineer and miller are barely making support.

Price of living has decreased during past four years, but we would rather pay more and see things sell better.

Cause of present depression in trade, first, the panic; second, agitation of tariff question. The remedy: Freer circulation of money and cease agitating the tariff.

Our goods are necessities.

We pay the rate of 8 per cent on loans from banks; 6 per cent from individuals.

Immigration has no effect on business here.

Two-thirds of our labor is skilled.

We employ 6 men. They work seventy-two hours per week.

We do not export. Domestic trade is sick and helpless.

The cost of manufacture has changed very little, if any, with us since 1883. The change is in cheaper fuel.

Selling prices have decreased since 1890.

We use in our manufacture all the wheat raised within a radius of 10 miles.

Our machinery is dutiable but we do not know the rates.

Wholesale prices have decreased since 1892.

We are not in a position to advise any change in duty or customs laws; but would say, be careful that what revision you make does not lower wages and destroy prices of farm products. This will, in our opinion, work serious injury to the Democratic party, and in 1896 you will hear its death knell if the farmers' interests are neglected and products continue to shrink in value. This may sound simple to you, but write it down in your little daybook and see, if you don't get things adjusted right, that it will come to pass.

We do not do an export business, but of course our trade is affected by the absence of a good export demand for mill products. Just what causes the flour trade to be so dull and lifeless we are hardly able to say, but never before in the history of our trade have we seen such prices as now prevail for flour. The Government report shows that the 1893 crop of wheat was much less than 1892 crop, and yet prices are very much lower for wheat and flour—flour being even lower than the wheat; hence most mills are running now at a loss. The trade was never more of a hand-to-mouth character than now. The tardiness of Congress in giving relief to the country promptly we believe to be one cause of the trouble. All classes of business are in an expectant attitude, waiting upon Congress to do what they are going to do with the tariff bill now before you. If the Wilson bill means lower prices for wheat and flour, we are opposed to it; yet we have always supported the Democratic doctrine, but I think the Republicans have got the Democrats "in a hole," for it is hard to reduce the tariff with an empty Treasury confronting you, except by putting the saddle off one horse and onto another.

No. 4618.

Reply of C. J. Laas, of Oakland, Tex., manufacturer of flour.

[Established in 1876. Capital invested, \$25,000.]

I am producing as much as I did in 1892.

It will cost about \$500 per year for a skilled workman and family to live. There has been no change in cost of living in the past four years.

My opinion of present depression is this, that capitalists bulk the money and invest in interest-bearing bonds and will not invest in any enterprise, give no labor to the laborer, and keep the money from circulating. To correct it, you must do away with the interest-bearing bonds, so that the capitalist will have to invest in some enterprise.

My goods are necessities.

I pay from 8 to 10 per cent on loans.

Immigration has had a good effect on my business.

I employ 2 skilled laborers.

I pay ordinary labor \$1 per day; skilled labor, \$2.50 per day.

Selling prices have decreased since 1890.

No. 4619.

Reply of M. A. Schneider & Sons, of St. Peters, Mo., manufacturers of flour.

[Established in 1878. Capital invested, \$25,000.]

Amount of production is 21,000 barrels flour per annum. Value has been from \$63,000 to \$126,000.

We have been running half time, two months in each year. Dull times in January and February is the cause.

We are selling to domestic trade only and foreigners can not compete with us, duty or no duty.

There would be no necessity for reduction in cost of production if duty were reduced one-third.

Domestic wholesale price in 1884, \$4; 1890, \$5; 1892, \$4.50; now, \$3 per barrel.

Competition has not increased in past four years.

We desire no duty.

We are manufacturing more commodities than we were in 1892.

Wages have been uniform.

Three hundred and fifty dollars per year is an estimate as to cost of living.

We have no suggestions to make as to existing law in regard to importations.

Price of living has increased about 10 per cent in past four years.

The tariff act of 1890 is the cause of depression.

Early passage of Wilson bill and speedy settlement of all proposed changes of laws is our remedy.

Wheat and corn are our raw materials.

Our goods are necessities.

We pay no interest.

Immigration has no effect whatever on our business.

Six brothers constitute our firm.

Duty does not affect us.

No foreign articles enter into competition.

None of our goods are exported.

Cost of manufacture has been about the same in past four years.

Selling prices have decreased since 1890.

There is no necessity for customs duty on manufactures with free raw materials.

We believe in a duty for revenue only.

No. 4620.

Reply of E. L. Motts, of Minerva, Ohio, manufacturer of flour, corn meal, etc.

[Established in 1891. Capital invested, \$22,000.]

My business is better now than what it has been any time since I came here.

I pay the same wages I paid when I commenced.

Living is just the same as it has been since I came here.

There is no cause for this depression, and my remedy is to trust in our leader and everyone put a shoulder to the wheel and push, and not complain so much.

I am a Democrat and want the duty knocked sky high, just as we knocked the Republican party in 1892.

I want just what our platform called for. Do not be too mild. In a country where we by nature provide a protection, as we have here all we need, I want a duty for revenue only.

No. 4621.

Reply of H. J. Benson, of Marshalltown, Iowa, manufacturer of flour, corn meal, etc.

[Established in 1860. Capital invested, \$22,000.]

I have been running my mill on short time, competition is so great. I do not think a duty would help my trade except to advance wheat, thereby making my total worth more on our custom trade.

Flour was worth, in 1884, \$6 per barrel; in 1890, \$5; in 1892, \$4.80; and at present, \$3.40.

There has been an increase in domestic competition.

I prefer a specific duty as it affords less chance to evade duties.

I am not manufacturing as much as in 1892. We can not sell our goods.

Wages have a downward tendency.

The cost of living of families of skilled workmen: One family, table, \$25; clothing, \$30; fuel, \$10; micellaneous, \$15; another family, table, \$20; clothing, \$25; fuel, 10; miscellaneous, \$5; both families own their homes.

I have no difficulty in construing the existing law in regard to importations.

Cost of living has decreased a little in past four years.

Cause of depression is threatened legislation. The remedy is for Congress to ratify present tariff laws.

Wheat, rye, corn, and oats are my raw materials.

My goods are necessities.

I pay about 7 per cent on loans.

Immigration helps my business to some extent.

One-third of my labor is skilled.

If profits are reduced I must reduce wages.

I employ 10 men; 4 skilled at \$60 to \$100 per month; 6 ordinary at \$30 to \$35. They work sixty hours per week.

There are no foreign competing articles in my line of business.

I export about one-tenth of my goods. They sell for less money than for domestic consumption.

Cost of manufacture has been about the same since 1883.

Selling prices have decreased since 1890.

None of my component materials are dutiable.

I should think no duty on manufactured articles would be necessary with free raw material.

No. 4622.

Reply of Callaway Milling and Manufacturing Company, of Callaway, Nebr., manufacturers of flour.

[Established in 1890. Capital invested, \$21,000.]

Output: 1890, six months, 4,500 barrels flour; 1891, twelve months, 9,000 barrels; 1892, twelve months, 10,500 barrels; 1893, twelve months, 12,000 barrels, with a proportionate amount of feed and offal.

We have at no time during the past two years been running on less than twenty-four hours per day, except in case of accidents or repairs.

Wholesale price in 1890 per 100 pounds of best grade of flour, \$2.50; in 1892, \$2.25; at date, \$1.70.

There has been an increased competition in our line of manufacture the last four years.

We are manufacturing more goods than we were in 1892.

Wages have been normal during the past year.

There has been no change in the cost of living here for four years, except through purely local causes.

Our opinion as to the cause of the present depression of trade is, first, the agitation of the tariff; second, the hoarding of money by lenders, who, through some cause, seemed to think that they wanted their money where they could see it.

Our remedy would be, not to attempt to correct it through legislation on the tariff.

Our raw material is wheat, and our product is strictly a necessity.

We don't borrow money.

Immigration had increased the demand for our goods, but has tended to lower the selling price of the same.

We employ 80 per cent of skilled labor, all men.

We do not propose to meet any reduction of duty, should the same tend to lower prices, by cutting down wages, because the wages we pay are a very small item in the cost of manufacture with us. Should the duty be taken off of flour or reduced it would tend to lower the price of wheat, which would make us whole.

We pay one man \$83.33 per month, one \$75, and three \$45 each; two that get \$45 work eleven hours per day every day; the rest, ten hours.

No foreign goods of like kind are sold where we sell. We export none of our manufacture to a foreign country. The cost of manufacture has decreased since 1890 in the cost of material. Selling prices have decreased since 1890. Note price of wheat for those years.

We recommend that no change be made.

No. 4623.

Reply of C. L. Douglas & Son, of Fontana, Wis., manufacturers of wheat and buckwheat flour, graham meal, etc.

[Established in 1858. Capital invested, \$20,000.]

We run a regulation custom mill, making flour, feed, graham meal, chop feed, buckwheat flour, etc. There used to be a sawmill attached to the mill. We probably make \$50,000 to \$60,000 worth of our various products per annum.

This has been a very dull time with us, partly from drought last summer, partly from competition of larger mills, partly from hard times making farmers less willing to spend money to grind feed.

We need just enough duty to make times better generally.

The prices of our productions vary more with amount of grain grown in our neighborhood than with anything legislation may do.

We have felt an increase in domestic competition mostly noticeable in flour.

The tariff act of 1890 is very good on general principles.

Large mills are driving small mills out of business. The drought makes less grinding of feed.

With us wages have remained the same. The tendency is downward.

The cost of living of families of skilled workmen is \$30 per month. Cost of living should have decreased.

We think there was an uncertainty as to what the present administration would do in money matters. People and capital became scared, and they can not get over it until some definite policy is formed with a good prospect of permanency.

All our component materials are raw.

Our goods are necessities.

We pay the rate of 5 and 6 per cent on loans.

Effect of immigration has, on the whole, been good. We have a good class of foreigners for neighbors and customers.

All of our men are of the better class of workmen.

We could do nothing unless we reduced wages if the duty is reduced one-third.

We employ 5 men by the month, paying each one \$30 per month. We also hire a little by the odd day's work.

Our employes work sixty hours per week.

Not to any great extent do foreign goods of like kind enter into competition with ours.

None of our goods are exported.

Cost of manufacture has been about the same since 1883.

Selling prices since 1890 have decreased generally.

We are well satisfied with present tariff if only comparative permanency can be assured.

No. 4624.

Reply of Robert McAdoo, of Ashland, Ohio, manufacturer of flour.

[Established in 1874. Capital invested, \$20,000.]

Amount of production is about 12,000 barrels of wheat flour annually. Value varied from \$2.80 to \$5.50 per barrel during past four years.

We have run less time during the past two years because of lack of orders at profitable prices. Millers do not need a protective duty.

Wholesale prices: June 1, 1890, \$4.40 per barrel; June 1, 1892, \$4.40; March 6, 1894, \$2.80.

I have competition from the spring-wheat section.

I desire no duty.

I am not making as many goods as in 1892 on account of lack of demand.

Wages remained the same during past twelve months.

Cost of living I can not specify, but it is \$25 to \$30 per month, 3 in each family.

Give millers a chance to supply European markets without being discriminated against and they will take care of themselves. Many countries have a much higher duty on flour from this country than they have on wheat, proportionately. Have been informed that we are discriminated against on both products in many places.

Give us reciprocity in trade, and if any nation will not give us a fair exchange shut them out of the United States, and do it vigorously.

No. 4625.

Reply of Montgomery & Colton, of York, Nebr., manufacturers of flour.

[Established in 1883. Capital invested, \$20,000.]

We can manufacture 100 barrels of flour in twenty-four hours and grind 1,000 bushels of feed.

We have run for months only every other day and only ten hours per day, thirty hours per week, because of competition in the flour trade and low prices. There are too many mills. Minnesota has, with many other places, shoved its flour upon us at very low prices.

The lack of foreign demand hurts us; duties don't affect us.

Fifty per cent reduction in domestic wholesale prices in 1892 and 1893.

There has been an increase in competition.

Duties do not affect us, unless causing less demand.

There has not been much difference in the cost of manufacturing.

One man we have lays by nothing from his wages of \$52 every four weeks.

No. 4626.

Reply of ———, of Blairsville, Pa., manufacturer of flour, corn meal, etc.

[Established in 1884. Capital invested, \$20,000.]

Amount of productions: 1,200 barrels flour, 2,200,000 pounds feed, 100,000 pounds meal; total value about \$85,000 annually, an average for last ten years; previous to that time about one-half this amount.

At present my product is accumulating for want of profitable demand.

Don't think the rate of duty has any direct effect on my business, but indirectly it is certainly lessening the demand, causing less money to be in circulation and an unsettled feeling in regard to values.

Domestic wholesale prices: In 1884, \$5.50 to \$6 per barrel; 1890, \$4.50 to \$5 per barrel; 1892, \$4 to \$4.50; 1894, \$2.75 to \$3.25 per barrel.

There has been an increase in competition, principally from North-west United States.

A specific duty, I think, would be the best. I am interested in some other manufactures (tin plate), and believe specific duty is the most practical and there less danger of encouraging fraud, etc.

I am manufacturing as many goods as in 1892, but not finding as good market.

Tendency of wages has been downward, 10 to 20 per cent, in the past year.

Cost of living of our workmen: Rent, about \$200; fuel, \$50; provisions, \$200; clothing, etc., \$150. Total, \$600 per year.

Price of living has decreased 10 to 20 per cent during the past four years.

Cause of the present depression is the apprehension of change of values by reducing tariff duty.

All my component materials are raw.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Immigrants make a better home demand. If the foreigners come here to eat our surplus wheat and flour we will not have to export so much, and if we could consume all our product of this country at home, and a little more, it would stimulate the farming industry, by advancing prices of grain, as our market is regulated by our surplus that goes out of this country, and at present it is going out at lower prices than it can be produced and give farmers proper recompense.

Forty per cent of our labor is skilled.

Reduction of duty on goods must be met by reducing labor accordingly.

I pay ordinary skilled labor \$2 to \$2.50 per day.

Our hours of labor are from sixty to seventy-two per week.

At present I can not export on basis of our local cost of grain and price of product.

Cost of manufacturing has decreased about 10 per cent to this time; up to six months ago it had not. I am speaking of labor only. Grain has decreased in price also.

Selling prices have decreased since 1890.

One hundred per cent of the agricultural products of the country is consumed in our manufacture.

Wholesale prices have decreased since 1892.

As I said, I am interested in tin-plate business somewhat and think Congress should not interfere with the present rate of duty at this time. Let the industry have a chance to get on its feet, as promised by last Congress.

No. 4627.

Reply of James F. Johnson, of Mechanicsburg, Ohio, manufacturer of flour and wheat.

[Established in 1889. Capital invested, \$20,000.]

Amount of production is 13,000 barrels flour yearly, and I sell same to local trade within 30 miles.

I have decreased running hours within last five months about 20 per cent on account of lack of orders; we sell to grocers and they complain of dull trade, resulting from stagnation of manufacturing industries.

My business largely depends upon the prosperity or adversity of people employed in the various trades.

I desire such duty as will best benefit all.

Domestic wholesale price of flour in 1890 was \$4.40; in 1892, \$3.90; at present, \$2.80 per barrel.

There has been no increase in competition since 1890.

We pay same wages to our men but do not employ as many.

One dollar per day, including rent, fuel, clothing, and other expenses for a family of two, is an estimate as to cost of living.

Price of living has decreased to correspond with the depression in business.

In my opinion the cause of the present depression of trade is threatened revision of tariff laws affecting the interests of our manufacturers and farmers, our miners and mines. I prefer to pay fair prices for what we buy, and can pay for the same if labor is furnished at a fair price.

Interest on loans is 6 per cent.

We employ 8 men ten hours per day.

Skilled labor is paid \$1.75 per day; other labor, \$1.25.

No. 4628.

Reply of A. Coy & Bro., of Evansport, Ohio, manufacturers of flour, etc.

[Established in 1887. Capital invested, \$20,000.]

Amount of production is about 15,000 barrels of flour annually.

We have been running on full time during the past two years.

No duty is necessary.

Flour in 1890 sold at \$4.70 per barrel; 1892, at \$4; 1894, at \$2.70.

There has been considerable increase in domestic competition during the past two years.

We do not think either ad valorem or specific duty would help us.

We are manufacturing more goods than in 1893. Our trade is local, mostly.

We have not cut the price of labor as yet.

Price of living has decreased during the past four years.

We think the depression in the money market has a great deal to do with the stagnation of business.

Our raw materials are wheat, oats, corn, and buckwheat.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

One head miller is skilled.

We employ 8 men at \$1.25 per day and a head miller at \$70 per month.

Our hours of labor are sixty hours per week.

We have no competition with foreign articles.

Cost of manufacture has decreased some since 1883.

The decrease has been in materials.

Selling prices have decreased since 1890 and raw material in proportion.

No. 4629.

Reply of Gaines & Lewis, of Cave, Bartow County, Ga., manufacturers of flour, corn meal, etc.

[Established in 1878. Capital invested, \$20,000.]

Yearly amount of production from commencement of industry has been about \$15,000 in flour, meal, and bran and bran stockmeal.

We were running less than full time from May to December last year, on account of business depression.

Wholesale prices in 1884 were: flour, \$6 per barrel; meal, 80 cents per bushel; 1890, flour, \$6 per barrel; meal, 70 cents per bushel; 1892, flour, \$5 per barrel; meal, 62 cents per bushel; 1894, flour, \$3.60 per barrel; meal, 50 cents per bushel.

There has been an increase in domestic competition.

Output of goods now, compared with 1892, is less, owing to depression in times.

We do not fully understand the law in regard to importations, and can not make suggestions.

Our raw material is grain.

Our goods are necessities.

We pay the rate of 8 per cent on loans.

Selling prices have decreased since 1890.

No. 4630.

Reply of Nepton Milling Company, of Nepton, Ky., manufacturers of flour, corn meal, etc.

[Established in 1870. Capital invested, \$20,000.]

We have run less time during past two years owing to dull markets. Large mills which ought to have exported could not do so.

Wholesale price in 1884 \$6 per barrel; 1890, \$4.25; 1892, \$4.

Domestic competition has increased during last four years.

Our output now is less than in 1892 by reason of dull markets and no exports.

Wages have remained about same during past twelve months.

Price of living has decreased during past four years.

Don't know cause of present depression in trade, and don't believe anybody does.

Our raw material is wheat.

Our goods are necessities.

We pay 6 per cent on loans.

Our skilled labor is a miller and an engineer.

We employ 10 men.

They work seventy-two hours per week.

Foreign articles of like kind do not directly enter into competition here, but do in European markets.

We are not exporters.

Cost of manufacture has remained same since 1883.

Selling prices have decreased since 1890.

We consume in our manufactures all the wheat crop in our vicinity.

We recommend a broader market in foreign countries, especially with France.

No. 4631.

Reply of C. H. Snyder & Son, of Blacks Mills, N. J., manufacturers of flour, etc.

[Established in 1848. Capital invested, \$20,000.]

During the past two years we have run overtime part of the time.

We have a heavy domestic competition from the West.

We desire a specific duty.

We are producing as many goods as in 1892.

There has been no change in wages during the past twelve months.

Very little change in price of living during past four years.

Our goods are necessities.

We pay the rate of 6 per cent on loans.

Half our labor is skilled. They work from ten to fifteen hours per day.

Selling prices of wheat and flour have decreased since 1890.

About 75,000 bushels of grain consumed in our manufactures.

Let us have a good protective tariff.

No. 4632.

Reply of P. G. Hoag, of Otsego, Mich., manufacturer of flour.

[Established in 1866. Capital invested, \$20,000.]

I am only doing a custom and home trade in the milling business, consequently I have only, in an indirect way, much interest in your questions. Will say, however, that I am alone in the business, operated by myself for past seven years. Productions are flour, feed, etc., as is usual at or in such mills. Jobbing prices of flour in 1884 were \$5 per barrel; 1890, \$3.75; 1892, \$4.50; now, \$2.70.

Competition, coupled with low prices, has nearly ruined the business. Not much difference in amount of business, but profit much less.

There has been little, if any, difference in wages of millers in the last few years.

Cost of living now is 20 per cent less than four years ago, I should think.

High tariff and legislation in favor of gold are the causes of the present depression. The remedy I would prescribe is free trade and free silver.

The usual rate of interest is 7 per cent.

We run the mill daytimes only.

No. 4633.

Reply of Boos, Faller & Co., of Newton, Ill., manufacturers of flour.

[Established in 1877. Capital invested, \$20,000.]

We do mostly farmers' grist work. Do not export any; send an occasional car of flour to the cities and supply local towns with flour. Our products are flour, meal, bran, etc.

We do not run full time all of any year, but have been doing as much as usual.

Our prices were as follows: 1884, from \$4.25 to \$5 per barrel for flour, best; 1890, \$4.50 to \$5; 1892, \$4 to \$4.50; February 17, 1894, \$2.85.

There has been an increase in the domestic competition in the last four years.

We are manufacturing the same amount of goods as in 1892.

Wages have been tending downward, but we have been paying the same as formerly.

No. 4634.

Reply of St. Dennis Roller Mills, of Ravenswood, W. Va., manufacturers of flour.

[Established in 1884. Capital invested, \$20,000.]

I have been in the flour-mill business here for ten years.

I have paid my laborers from \$1.75 down to \$1 per ten hours. The last year I had to cut to \$1, as we have been compelled to sell closer than we ever did in the last ten years.

We always made a rule to retail flour at 50 cents a barrel above wholesale prices till this last fall and winter, but everybody seemed to be hard up that was selling flour and forced the retail price at 25 cents profit. Our wholesale price this time last year on standard flour (fine flour) was \$3.90 per barrel. At present the same grade of flour we are wholesaling at \$2.90. Just \$1 difference. At this time one year ago wheat was costing 72 cents per bushel. Now we are buying at 56 cents. We have a fine flouring mill of 125 barrels capacity.

The mill has always (I mean in the ten years) run steady. Part of the seasons run night and day until, say, some time last spring we could notice a difference in our business, and it has been gradually getting worse all the time. In fact, we can't get business even by cutting, and we are only running about three days in a week of ten hours. The reason partly of this great fall off is, we live in a timber and stock county; the timber business has played out here. Parties to whom we used to sell that were in the business have sold out or made assignments.

Ravenswood is located on a branch of the Ohio River Railroad out in the interior 33 miles. It has opened up a fine timber country. A year ago they were running two trains daily, hauling ties and lumber, but now one train is starving, not making enough to pay the men; so you see one thing sometimes affects another.

I do not know what it costs my men to live. They claim they are hard up all the time, and I know they are behind with house rent. The cost of living here is some cheaper than a year ago, especially flour. There is no difference in clothing, boots, and shoes.

No. 4635.

Reply of Coons & Co., of Winchester, Ill., manufacturers of flour.

[Capital invested, \$20,000.]

We do not export.

No duty is necessary. We have no foreign competition.

Domestic competition has increased. Not so much flour is now manufactured as the demand is not so great. Consumers are consuming less and buying as little as possible.

Tendency of wages is lower.

As to cost of living, eatables are 10 to 25 per cent lower, but in rents there has been no change.

The cause of the present depression is lack of full legal-tender money circulation. Remedy, free coinage of silver and gold upon equal terms, protected by same law. There should be no purchase of either by the Government, the bullion owner being the sole owner and distributor, with the privilege of exchanging for full legal-tender Government notes or greenbacks, the Government having power to use all coin exchanged for all necessary Government expenses. We must have a sound and stable money, and the only way to have it so is by law. Law only makes money. Wheat, corn, stock, bullion, etc., are not money. Money must necessarily be, and is, the foundation of all business transactions, hence it should have an unchangeable full legal-tender value, and the law is the only thing that can give it permanency.

Our materials are all raw.

Goods manufactured are necessities.

Rate of interest is 7 per cent on loans.

Immigration has given us more consumers, and affects only the price of labor. The greater number of laborers the less work for each individual.

There has been but little change in the cost of manufacturing since 1883.

The selling prices are governed principally by the cost of raw material. The selling prices have decreased.

There is no necessity for any customs duty on the manufactured product.

Prices have increased or decreased as the raw material has advanced or fallen in price.

The nearer you can come to free trade the better for the country. Direct taxation is the only honest method.

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